

Short Form Cost Tests on Smoked Meats In this issue

Vol. 69

No. 19.

THE

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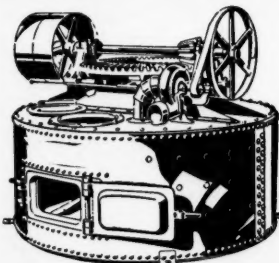
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THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

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Chicago and New York, November 10, 1923.

No. 19.

Figuring Meat Packing Costs

In These Days of Changed Conditions
More Careful Methods Necessary—Series
of Representative Tests Here Offered

III—Short Form Smoked Meat Tests

It is of vital importance to any packer, curer or sausage maker to know the cost of his product, if he expects to sell intelligently and at a profit.

Even where tests are made—and the practice has become almost universal—they are not always complete, and very often are not made intelligently. That is, all the items which should enter into a test of costs are not considered.

A test to figure costs or selling price should cover every possible element. And these elements should be considered in their proper place.

For this reason THE NATIONAL PROVISIONER during the past year has tried to obtain and publish for the benefit of the whole industry tests which should be intelligent, comprehensive and reliable.

The sausagemaker's test on frankfurts published a year ago has been taken as a basis for figuring all over the country, and even abroad. Another test on frankfurts—a packer's test—also has attracted wide attention.

The Short Form Hog Test published a few months ago is in demand by killers and curers everywhere.

Another important test in this series is offered here—a Short Form Smoked Meat Test.

An effort has been made to study and put down every item which would properly figure in such a test, and in a form easily figured by the meat man. The cost of each operation is covered, including supplies, and fully explained in the notes attached to the table.

If the provision man will carefully study this test and try to work it out as adapted

to his own needs and conditions, it is believed it will prove of great value to him in marketing his product to the best advantage.

SHORT FORM SMOKED MEAT TESTS.

Based on loose f. o. b. Chicago market, car lot quotations on new cure S. P. meats.

	Fancy Regular Hams 12/14 lbs.	Fancy Bacon 4/6 lbs. (Dry Cure)	Standard Wide Bacon, fast 8/10 lbs. (S. P. Cure)	Fancy Dry Cure Break- Squares 1 1/2 to 3 lbs. (From Jowls)
(Note A) Loose Cured - Value into smoke, c per lb.				
Shrink in smoke....	8 1/2%	11%	11 1/2%	10 1/2%
(Note B) Floor shrink.....	1 1/2%	1 1/2%	1 1/2%	1 1/2%
(Note C) Cost per 100 lbs. smoked, a/c shrink. 10%		12 1/2%	13%	12%
(Note D) Operating labor, per 100 lbs. ....	.70	.85	.75	.90
Wood and misc'l sup- plies, per 100 lbs....	.15	.15	.15	.15
Power and lights, per 100 lbs.....	.07	.07	.07	.07
Car icing, per 100 lbs.	.03	.03	.03	.03
Operating overhead, re- pairs, etc., per 100 lbs.	.15	.15	.15	.15
(Note E) Cost of absorbent pa- per, glazene and white parchment, with labor for wrap- ping and tying only, per 100 lbs.....	.60	.80	.65	1.45
Cost of 100 lbs. crates.	.49	.49	.49	.49
Office expense, sales dept. and misc'l. ex- pense (no salesmen or road expense included) per 100 lbs.	.15	.15	.15	.15
General overhead, ad- ministrative interest, taxes, depreciation, etc., per 100 lbs....	.25	.25	.25	.25
(Note F) Finished cost, f. o. b. plant, wrapped and tied in parchment, packed in 100 lb. crates, per 100 lbs..	(G) - (H)	(G) - (H)	(G) - (H)	(G) - (H)

(NOTE A) S. P. Weight to smoke is net weight. After allowing customary drainage: 4% on Hams, 5% on S. P. Bellies, 1% on Dry Cure Bellies and Squares.

(NOTE B) Based on average climatic conditions and for meat held 24 to 72 hours after coming off smoke, before wrapping.
(Continued on next page.)

(Continued from preceding page.)

- (NOTE C) \$18.50 divided by yield 90% equals \$20.56; \$25.00 divided by yield 87½% equals \$28.58, and so on. Always divide price by yield. It is wrong to multiply by shrink.
- (NOTE D) Labor based on average operations, and includes all wash-room and smoke house direct labor, handling, packing, loading, etc., except wrapping and tying, which is shown below.
- (NOTE E) Cost of burlap wrapping, closely sewed, is approximately ½c higher than parchment wrapping on fancy hams, and ¾c lb. higher on light fancy bacon. Also white muslin costs about ½c lb. more than parchment on standard bacon and hams.
- (NOTE F) These are costs (based on S. P. values) loaded in cars or on trucks at the plant, and nothing in way of salesmen's expenses or delivery costs are included.

(NOTE G) As to fancy hams, roughly, shrink costs 2c a pound; wrapping and tying in parchment and boxing, 1½c; labor, other expenses, and overhead, etc., another 1½c or over 4½c a pound over S. P. values to get final cost f. o. b. plant. On fancy bacon shrink and wrapping come higher, making conversion cost 6½c lb. Standard bacon 5c. Breakfast squares, 5c lb.

(NOTE H) Assuming roughly freight to be 75c cwt., and "cost to sell," covering salesmen's salary, travelling and other expenses incidental to selling, to be \$1.00 per cwt., the actual finished cost delivered in the customers place would be \$1.75 higher than plant cost.

In other words, freight and selling expense are important factors in correct selling price.

Four and a half times as many thick smooth hogs were marketed in the last six months as there were "selects." "Why can't all thick smooths be exported?" someone will ask.

What Cuts Suit Market Best.

It is the very A.B.C. of the export bacon trade that profit is made on the "middle" cut lying between ham and shoulder. If this is good and long, properly layered with fat and lean, the "Wiltshire side" will fetch a good price.

If, however, the "middle" cut, after ham and shoulder have been removed, is short, as it is from a thick smooth hog, although it may not be too fat, the side will not bring the higher price. Should it also be fat the side is not wanted at all.

Official Grading Value Proved.

For years packers have repeatedly declared that the classes of hogs being produced in Canada have not permitted them to build up an adequate export trade. Official grading has not only proved their statements to be right but in its first half year of work it has revealed a condition of which, apparently, only packers were aware.

If bacon exports from Canada for the last three years have not been keeping pace with the exports from Denmark—for the first quarter of 1923 we are down two per cent, and Denmark is up 3½ per cent over the same quarter of 1922—the cause is plain.

Fault Not with Packer.

Equally plain the fault does not lie with the packer. A record which shows one hog suitable for the English market to seven that are unsuitable is a record which can only be corrected by a more intelligent aim and a clearer conception of where they are heading on the part of producers. It is time, according to the Industrial and Development Council of Canadian Meat Packers, that the boot were placed on the proper foot.

CANADIAN BACON PREFERENCE.

Brig. General John A. Gunn, president of Gunn's, Ltd., Canadian packing concern, has just returned from a business tour of Europe. During the past year, he believes, Canada has made splendid headway in England with its bacon, so far as quality is concerned; but the quantity available for export is so small that Canadian bacon is not an important factor on the British market.

"What we want," he said in an interview, "is greater production of the York bacon type of hogs of proper weight, and I have no fear for the future of our export bacon trade."

"The British consumers know good bacon, and when they come to know that Canada produces the kind they want, it will not take long to create the demand. The Britisher wants to encourage empire trade. Britain's industrial life depends upon it; so that Canada is assured of securing a preference for her products if they are kept up to the regular standard."

Why Some Hog Types Suit Export Demands

Official hog grading has been watched with interest in the United States. It has been in use for several months in Canada and has had interesting results. For the purpose of aiding in standardizing the grades especially for export, there have been grades adopted, which include the following: Select bacon, thick, smooth, heavies, shop hogs, lights and feeders and others. The most desirable is the "select" because it produces the best sides. For example, it has the right length for the Wiltshire side, so that when the ham and shoulder are off, the "middle cut" contains the proper length, and the side has throughout the nice balance that will make up attractively for retailers. It also has the desired layering of lean-and-fat and the back fat, about one and a quarter inches wide, is even from end to end. This side then may very properly be called a "select" hog.

Only one hog in every eight in Canadian public stockyards at the present time is a "select." In the six months during which the official grading has been in force the record shows:

Total hogs graded.....	527,626
"Selects".....	70,096
Thick smooths.....	308,708
This shows the percentage to have been:	
"Selects".....	13.3%
Thick smooths.....	48.5%

In these figures four facts should be kept clearly in mind, according to the Industrial and Development Council of Canadian Meat Packers. These facts are as follows:

First, the best export trade can be built up only in the product of "select" hogs, because Great Britain, with seven home-grown hogs to each hundred inhabitants, wants quality in its annual bacon imports of over 600,000,000 lbs.

Second, probably one-half of the "selects" at present are consumed in Canada, thus leaving available just half the right type hogs for the high-class bacon market overseas and to which only a portion of our thick-smooth product, owing to discounted prices, can be profitably sent—which all means that our poorer hogs must be disposed of at home where already our population is near the consumptive limit with 44 hogs to each hundred inhabitants.

Third, even if all the product of "selects" could be exported it would only furnish a third of today's demand.

Fourth, in Denmark the run of hogs averages 80 per cent "selects," i. e., in Denmark 80 out of every hundred are fit for the best market and 20 are "culls"; in Canada 13 are "selects" and 87 are not of good type for the export trade.

Production Is Lopsided.

Plainly, production is lopsided. It means that packers cannot get enough good material to meet competition abroad, and it means that the market is oversupplied with less desirable kinds of bacon, hard to move because of lack of quality.

In short, the Canadian bacon industry, through this unbalanced supply of hogs, is skimmed in the field where high prices rule and is glutted with the poorer qualities. As prices are based on the general average quality of the product it follows that the answer to the problem of keeping up hog prices lies with producers.

Wide Demand for the Daily Market Service

In its last issue THE NATIONAL PROVISIONER told what the trade thought of the new **DAILY MARKET SERVICE** after it had been in effect for a week. Enthusiastic approval came from packers, brokers, trading experts, government officials—and from every part of the country.

This week the story has been the same. Several packers have increased their orders for the service, finding that additional copies were necessary for different depart-

ments and plants, so important and valuable is the daily information furnished.

Orders have come from New England and from Oregon, from Arizona and from Florida.

One enthusiastic trader cabled from Cuba to send him the entire service by cable every night!

It is the plan to improve and extend the service as demand warrants, and THE NATIONAL PROVISIONER invites suggestions and criticisms for this purpose.

Practical Research Plans of Institute

Following the action of the Institute of American Meat Packers at the Atlantic City convention in consolidating the work of the Committee on Packinghouse Practice and the Committee on Practical Research, the announcement of the new Practical Research Committee and its plans is made.

Dr. R. F. Eagle of Wilson & Company, one of the best known practical men in the industry, is made chairman of the committee, with a brilliant array of operating

This committee will work in co-operation with the Bureau of Practical Research and Mr. J. P. Harris, director of the bureau.

What Will Be Done.

Under the plan of procedure the Committee on Practical Research will have original jurisdiction on all questions pertaining to problems of packinghouse practice such as the former Packinghouse Practice Committee handled. Where existing data and information will enable the inquiry to be answered without delay that will be done. If original practical research is necessary before the inquiry may be properly answered this research will be conducted under the jurisdiction of the committee in co-operation with Director Harris.

Inquiries on packinghouse practice subjects which require scientific research will be referred to the Committee on Scientific Research by the Committee on Practical

Research, for such investigation as may be essential. Their findings will be reported back to the Committee on Practical Research for such practical tests as may be necessary. At the conclusion of the tests a full report will be made to the inquirer.

It is thought that this plan will bring to the membership a practical service bureau to which problems may be referred with the assurance that the best possible information may be disseminated. It does not, however, contemplate that members are expected to disclose valuable formulae or trade secrets, nor that they shall be asked to make public any facts developed under their own private research bureaus.

It is also understood that this committee on Education of the Plan Commission, tee on Education of the Plan Commission rendering them any assistance possible in connection with the courses in meat packing.

Yours very truly,
C. B. HEINEMANN,
Vice-president.



DR. R. F. EAGLE
(Wilson & Co., Chicago),
Chairman Committee on Practical Research.

talent to assist him. The announcement in the bulletin of Vice-president Heinemann is as follows:

To the Members:

I am authorized to appoint the following as members of the Committee on Practical Research:

R. F. Eagle, chairman, Wilson & Company, Chicago, Ill.

M. D. Harding, vice-chairman, Armour & Company, Chicago, Ill.

Arthur W. Cushman, Allied Packers, Inc., Chicago, Ill.

R. W. Trotter, Boyd, Lunham & Co., Chicago, Ill.

R. E. Yocum, The Cudahy Packing Co., Chicago, Ill.

Geo. Voltz, Jacob Dold Packing Co., Buffalo, N. Y.

W. H. Allerdice, Indianapolis Abattoir Co., Indianapolis, Ind.

John Robertson, Miller & Hart, Chicago, Ill.

Geo. M. Foster, John Morrell & Co., Ottumwa, Ia.

W. B. Farris, Morris & Company, Chicago, Ill.

F. J. Gardner, Swift & Company, Chicago, Ill.

Donald Mackenzie, Swift & Company, Chicago, Ill.

J. H. Agnew, Wilson & Company, Chicago, Ill.

S. C. Frazee, Wilson & Company, Chicago, Ill.

At the Atlantic City convention it was voted to consolidate the Institute's Committee on Packinghouse Practice with the Plan Commission's Committee on Practical Research. Both committees had been working under the jurisdiction of the Department of Association Management so that the consolidation contemplated no change in the administration of the work.

Teaching Packing House Operation

The course in "Superintendency" which is being offered by the Institute of Meat Packing at University College, the downtown division of the University of Chicago, will be in charge of Arthur E. Swanson, beginning November 27.

Dr. Swanson is head of the department of business organization and management at Northwestern University School of Commerce, and senior member of the Swanson & Ogilvie company. He was dean of the School of Commerce from 1917-1919, and during the war was director of the bureau of research of the War Trade Board. From 1919-1921 he was a member of the executive board of the Firestone Tire & Rubber Company.

His company is now doing industrial engineering and management work for numerous large concerns in Chicago and elsewhere. Dr. Swanson's work as a teacher and as an organizer of courses in business management has brought high distinction in this field to the school with which he has been associated. The Institute of Meat Packing, especially the course in "Superintendency," is fortunate in being able to secure his services at this time.

The early sessions of the "Superintendency" course are being devoted primarily to the physical and technical setting in which the superintendent does his work. After an introductory lecture by A. H. Carver of Swift & Company, P. W. Evans of Armour & Company devoted one session to "Fuels," after which Wm. MacDonald of Swift & Company had the class for two sessions on the subject of "Boiler Room Practice."

H. C. Gardner, consulting engineer, laid the fundamental principles of "Refrigeration" before the class this week, and will conclude the discussion of that topic next week. It is expected that the session on November 20 will be devoted to the subject of "Plant Construction and Maintenance."

Topics in the Course.

Having thus sketched the physical setting of a packing plant, the remaining topics of the course, as announced in Bulletin No. 1 of the Institute of Meat Packing, will be developed from the viewpoint of the responsibilities of the general super-

intendent, and the principles and methods by which he organizes the work of the packing plant and controls its operations, in respect to quantity and quality of output, cost and efficiency in general.

In co-operation with prominent operating men in the industry Dr. Swanson is now making a study of the packing superintendent's work, and he will avail himself, as occasion arises, of the assistance of the



ARTHUR E. SWANSON,
In charge of course on "Superintendency" in the Institute of Meat Packing.

leaders in the industry in bringing to the class the results of this study and of his study of operating management in general.

The subject matter of this course, as well as of the other evening courses now in progress, is being carefully assembled and prepared for distribution to correspondence students soon after the beginning of the year. The correspondence bulletin is now in process of preparation for early distribution to members of the Institute of American Meat Packers.

How is a beef carcass trimmed and washed to get the best results? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Australian Cattle Status Is Peculiar

Interstate Trade Troubles Hamper Better Conditions

(Staff Correspondence of the National Provisioner.)

Brisbane, Queensland, Oct. 12, 1923.

The peculiar position of the cattle industry in Australia as a result of the slump in prices of beef in the overseas market has for a long time been serious. This position has not been improved much, though some interesting developments have taken place as result of efforts made to deal with the matter from a local point of view.

In Queensland the price of cattle is considered to be below the cost of production. Since the war the creation of pools under the auspices of the Government has been a feature of the primary industries. These pools have enabled those concerned in them to regulate prices. Such a scheme was proposed for the cattlemen, and after some meetings a scheme was put forward by the Council of Agriculture, which operates under a special act of Parliament.

This scheme would have placed all cattle in the State in a compulsory pool, practically taking control away from the owners. At any rate, that is the way it was interpreted, and as a result it was promptly disowned by all sections of the owners of cattle. Moreover, it was proved that it was ultra vires, seeing that it would be a restraint on trade between the States, which, under the Constitution, must be unfettered.

There the matter stands at present. A section of the cattle owners are promoting a co-operative company and raising a quarter of a million pounds sterling for the purpose of either buying one of the existing meat export factories to be used as an abattoir or erecting new plants. It is proposed to deal with stock for local consumption as well as for export.

Interstate Difficulties.

The co-operative scheme will go hand in hand with the scheme of advisory councils, with a federal body, which are engaged in all the States, in collecting infor-

mation regarding markets and taking up all matters connected with the meat trade. The co-operators hope to reap much benefit from the interstate trade, probably more so than from the export trade. For while cattle are selling very cheaply in Queensland, where over half the Australian cattle numbers are held, they are selling very dearly in the capitals of other States.

For instance, in North Queensland, good cattle may be bought for £3 to £5 per head. But in Sydney they realize perhaps £20 per head, while in Melbourne, further south, cattle can be imported from New Zealand and sold at £30 per head. The reason they cannot be picked up in Queensland and transported on the hoof to Melbourne is that most of the cattle are in districts affected by cattle ticks and Texas fever and the regulations refuse to permit them to go into "clean" country.

To get over the difficulty chilled beef is now being exported to the other States from Queensland in greater quantity. But the want of refrigerated space on the coastal boats is one of the drawbacks. A proposal is now being made that chilled meat should be sent by rail to the other States. But here again is the difficulty of the break of gauge.

All the railways are owned by the States and before they federated each had adopted a different standard of gauge. Queensland has 3 ft. 6 in., New South Wales 4 ft. 8½ in., and Victoria 5 ft. 6 in. All the same, it seems ridiculous that one State should be paying so much for beef when it can be obtained so much cheaper in another.

More Interstate Trade Needed.

If the interstate markets were fully exploited the overseas trade the world's market prices would have less effect in controlling the local situation. As previously pointed out the export trade overseas represents only about 20 per cent of the beef consumed in Australia.

It seems doubtful, however, whether, outside this question of supplying the interstate and local trade, the establishment of co-operative plants is going to be of any real value to the cattle owners. Queensland is already supplied with plants capable of killing all the cattle in sight for many years. In fact, the plants, owing to the nature of the seasons, are engaged

only a small part of the year. Running continuously they could cope with three or four times the number of cattle they now handle.

Of course, the complaint against the export plants is that they are mainly proprietary concerns and not co-operative, and that they run entirely in their own interests, offering prices which are below what the cattle men could expect or that will make their business payable. All the same it has not been proved that their profits are commensurate with the large amount of capital involved or the risks they run, taking year with year.

Abattoirs for Country Centers.

Coincidentally with the co-operative scheme is another movement for the establishment of small abattoirs for country centers, to supply the neighboring cities and towns, the idea being that when the work for this purpose has been completed, they should undertake the killing of stock for export or interstate trade. This movement has not yet taken any definite shape. In most of these centers the butchers each have their own little crude killing plants involving a good deal of difficulty on inspectors in securing proper supervision of the meat slaughtered.

The question of improving the breed of cattle in order to produce a better beast for the export trade has also been engaging attention. Speaking at the big exhibition in Brisbane the other day the State Premier hinted that the Government was prepared to assist in this matter, though he blamed the owners for past neglect in not keeping pace with the times.

(Continued on page 53.)

TRADE GLEANINGS.

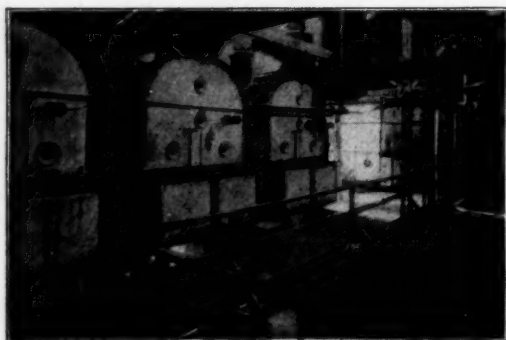
The Non-Acid Fertilizer Co., Gordonsburg, Tenn., has been incorporated with a capital of \$400,000. Officers are: John W. Fry, president; J. C. Lowman, secretary.

The Wilmington Oil and Fertilizer Co., Wilmington, N. C., lately noted as incorporated with a capital of \$200,000, has acquired the plant of the American Cottonseed Oil Co., including 15 acres of land.

The Henderson Cotton Oil Co., Henderson, N. C., has acquired the plant of The American Cotton Oil Co.

The Springfield Packing Co., Springfield, Mo., has been incorporated with a capital of \$100,000, most of the stock being owned by Missouri farmers.

The Famous Sausage Co., 903 W. 59th St., Chicago, has been incorporated for \$100,000 to manufacture and deal in hams, sausage, etc. Incorporators are: W. F. Pochowski, S. J. Orłowski and J. A. Lasecki.



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Guggenheim, Guggenheim Bros., Chicago, Ill.; Myron
McMillan, J. T. McMillan Company, Inc., St. Paul,
Minn. For two years: J. Orden Armour, Armour
& Company, Chicago; J. A. Hawkinson, Allied Pack-
ers, Inc., Chicago; Thos. E. Wilson, Wilson &
Company, Chicago; T. Davis Hill, Corkran-Hill &
Co., Baltimore, Md.; T. P. Breslin, Standard Pack-
ing Company, Inc., Los Angeles, Cal. For one year:
Edward A. Cudahy, Jr., Cudahy Packing Company,
Chicago; G. F. Swift, Jr., Swift & Company, Chicago;
Oscar G. Mayer, Oscar Mayer & Co., Chicago; W. H.
White, Jr., White Provision Company, Atlanta, Ga.;
J. A. Wiederstein, John Hoffman's Sons Company,
Cincinnati, O.

Rudolf A. Clemen, for the past two and
a half years associate editor of THE NA-
TIONAL PROVISIONER, has resigned to
become the economist of the Illinois Mer-
chants Trust Company of Chicago. During
his service with this publication Mr.
Clemen wrote and published "The Ameri-
can Livestock and Meat Industry," a work
which is uniquely interesting and valuable
and which stands as the historical author-
ity on the subjects it covers. Mr. Clemen's
new work will enable him to maintain his
close touch with the industry.

Competition vs. Control

The Government's inquiry into the con-
solidation of two of the great packing
firms, through the purchase of Morris &
Company by the Armour interests, raises
the question within the industry itself, "Is
it possible for such a consolidation to so
control the live market and trade chan-
nels as to injure smaller operators?"

Readjustment after the unusual de-
mands of the war finds the packing indus-
try settling into three distinct channels
—those operators who do a national and
an international business, those doing a
sectional business, and those engaged in
a strictly local business.

The national packer has the advantage
of operating on all of the large markets
of the country, where every class and
grade of livestock are available. He there-
fore can make all necessary purchases to
meet the needs of every class of trade.

But because he is one of the recognized
leaders, he is automatically given the
handicap of cleaning the market, whether
or not his trade needs or his storage
stocks demand additional purchases of the
kind and quantity of livestock available
after all others have made their purchases.

Added to this handicap is that of high
overhead and transportation costs, due to
the long distances between the points of
manufacture and the centers of consump-
tion. Such of his product as enters into
Board of Trade transactions is subjected
to identically the same conditions that
prevail with the product of his smaller
competitor, the regional packer.

His export products enter into the keen-
est competition, not only with other large
packers in this country but with the ex-
ports of Canada and many of the Euro-
pean countries and British colonial posses-
sions. Much of his export product is
shipped on consignment, and he must se-
cure for it the best price possible, some-
times making a profit and again a loss.

Unless the so-called national packer can
purchase his raw product at a satisfactory
figure, his opportunity for successful com-
petition with the sectional and local pack-
ers is limited. His advantage lies only
in his regular volume of business, his quick
turnover, and his ability to take advantage
of every consumptive need in any part of
the country where a special demand or a
shortage of local product may arise.

The sectional or regional packer is per-
haps the most fortunate of the three
classes. He can choose the central mar-
ket or markets most convenient for his
operation, purchase just the quality and
quantity of livestock he wants, ship either
the live animals or the finished product

within a given area, and have no respon-
sibility for the balance of the market.
His transportation and overhead costs are
not so great as those of the national pack-
er, and he can operate more economically.

The strictly local packer has the limita-
tion of territory, but the enormous ad-
vantage of low overhead and practically
no transportation costs. He is, therefore,
in position to undersell both the national
and the sectional packer, but is necessari-
ly limited in the range of his product.

It would seem, therefore, that the bal-
ance in the industry is as nearly perfect
as it is possible to have it. The national
packer is bound by handicaps which make
it impossible to gain a monopoly in the
business, even were he inclined to do so.

There may be periods when the balance
of trade will swing to either the national
or the sectional packer. When it swings
to the national packer, the local operator
is always an added weight in the balance
of the regional packer to swing the pen-
dulum back to normal. When the regional
packers are in the ascendancy, the na-
tional packer must put forth every effort
to increase not only his national but his
international activities, in order to main-
tain his place in the trade.

Competition for the so-called national
packer is no longer confined to that
emanating from other national packers;
he is equally beset by the activities of sec-
tional and local packers. Meeting com-
petition is the thing that is keeping na-
tional, regional and local packers awake
at night and constantly sharpening the
wits of each. "Control of the industry"
by any one class is an echo of the past.

The Daily Market Service

In establishing its DAILY MARKET
SERVICE on provisions, lard, tallow and
greases, export and fresh pork, sausage
materials and other market items, THE
NATIONAL PROVISIONER has provided
an authentic reflection of the daily trad-
ing, and "a list of true representative
values of products in the packing indus-
try," as one packer put it.

A file of the Service for reference from
week to week, from month to month, and
from year to year, will furnish a collection
of pertinent statistical material nowhere
else available in such authentic form.
Packers, brokers, sausage makers and all
dealers in meats and provisions will be
able to find a record of the business of the
past and their only safe index to the mar-
kets of the future. They will possess in it
an invaluable reference file, offering finan-
cial advantage every trading day in the
year over less far-seeing competitors.

PRACTICAL POINTS FOR THE TRADE

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Making Scrapple

This is the scrapple season. When the cold weather comes this toothsome product becomes a favorite breakfast dish wherever it is known.

Scrapple is more or less of a local product, peculiar to certain neighborhoods of the East. But it is being made and sold elsewhere in the country.

While on a trip to the Far West last winter the editor of THE NATIONAL PROVISIONER had a Sunday morning breakfast with a Rocky Mountain packer at which scrapple was the chief dish—and it was some scrapple. This packer had built up a demand for scrapple in a section where it was practically unknown, and his volume constantly was increasing.

A Formula That Sold Goods.

Following is the formula of the Western packer referred to, which he has generously given for the benefit of the trade. He has big demand for this product every winter.

Meats—

- 100 lbs. hog snouts
- 50 lbs. hog cheeks

Boiled until thoroughly done. This packer aims to have about 150 lbs. water from the boiling. Skim all the grease from this water and add 75 lbs. cornmeal and cook 20 minutes. Then add 14 oz. white pepper, 4 oz. sage, 2 oz. mace, 1 oz. red pepper, and the snouts and cheeks, which should be ground very fine.

If the snouts and cheeks are not available, use some other kind of meat; straight head meat will do.

The following is another commercial formula which has proven commercially successful, and it is given in response to several recent requests for information on scrapple.

Meats—

- 75 lbs. fresh pork snouts,
- 150 lbs. fresh pork rinds,
- 125 lbs. fresh pork necks,
- 50 lbs. fresh pork livers,
- 35 lbs. fresh pork tongues,
- 65 lbs. fresh pork shoulders.

(Or all fresh hog heads may be used.)

- 50 lbs. yellow cornmeal,
- 50 lbs. rye.

Seasoning—

- 15 lbs. salt,
- ¼ lb. ground white pepper.

Method of Handling.

To obtain the very best results the meat should be cooked in a large open or steam-jacketed kettle.

Place all meats in the cooking kettle

with the exception of fresh pork livers, and then cover meats well with water. Then turn on steam and bring temperature of water up to a boiling point, and allow meats to cook at this temperature until they are absolutely tender.

Cook fresh pork livers for 15 minutes only.

Then remove all meats from cooking kettle and allow the meat liquid or the water the meats are cooked in to remain in the kettle.

Grind all meats through ¼-inch plate and then put ground meat back into same cooking kettle in the same water the meat was cooked in.

Then add corn meal and rye, also salt and pepper.

Then allow the meats to cook all together for about twenty minutes. The mixture must be stirred constantly during this period so that the product will not burn.

It is well to have an agitator in the cooking kettle to agitate the product, but if the inquirer is not so equipped then it is a matter of having a man to stand there constantly stirring the product with a wooden paddle.

At the expiration of the cooking time the mixture is to be filled in crocks or tins, as desired, and this work is to be done right from cooking kettle. Have a table or bench handy to the cooking kettle, with the empty crocks or tins ready, and then use a dipper with a long wooden handle for removing the mixture from the cooking kettle and filling the receptacles.

Your Cooling System

Most hot weather troubles can be traced to faulty refrigeration.

Do you ever have trouble with the refrigerating system in your plant?

Do you know how to take care of your condensers, brine circulation, refrigerating machines?

Is your insulation in good shape?

Cold air leaks cost money. They will eat you up if you don't watch out!

Care of a packinghouse refrigerating system is plainly and simply described in an article on "Refrigeration in the Meat Plant," by a packinghouse master mechanic, printed in a recent issue of THE NATIONAL PROVISIONER.

If you want a copy of the article, cut out this notice and send it with a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Building, Chicago.

Tongue Blood Cheese

A small sausage manufacturer in the East is in difficulty in the making of tongue blood cheese. He writes:

Editor The National Provisioner:

I am having trouble with my tongue blood cheese. The fat stays on one side and the tongue on the other when cold. Could you advise me what the cause may be?

We attribute this trouble entirely to the fact that the product is not agitated and turned over frequently during the cooking process.

The inquirer should have a wooden paddle made, with a long handle, and as soon as the tongue blood cheese is put in to cook a man should remain on duty during the cooking process, and turn each individual piece over every few minutes slowly, and keep agitating in this manner during the entire cooking process.

Copyrighting Trade Names

The following inquiry has been received from a subscriber concerning the copyrighting of trade names and brands in the U. S. Patent Office:

Editor THE NATIONAL PROVISIONER:

Would be pleased to have you advise us if the U. S. Patent Office handles copyrights of trade names and brands; and is it advisable to make application for copyright through an attorney, or may the individual do as well by taking up the matter with the government office?

Names of brands are technically known as trade marks, and are protected by registration under the trade mark act.

These registrations are effected in the United States Patent Office. If you want to attend to the preparation and filing of your trade mark applications directly, you may do so. The law does not compel you to employ the services of an attorney.

If you will write to the Commissioner of Patents he will send you, without charge, a booklet containing the law and rules and regulations governing the registration of trade marks. It is customary, however, for manufacturers desiring to register trade marks to have their applications filed through an attorney.

Many formalities have to be complied with in order to obtain a trade mark registration, and if the applications are properly prepared in the first instance by the attorney, a great deal of delay and annoyance is avoided.

Moreover, an attorney may give certain advice not appearing in the Government pamphlet, which advice, if followed, might give a much broader and more effective protection for your trade mark.

WANTED: A SUPERINTENDENT.

Packers who are seeking to strengthen their operating departments will find this a splendid time to do so. Not in years have so many high-class men been available, and at reasonable terms. Try a "Want" ad. in THE NATIONAL PROVISIONER and see what quick results you get.

Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER on the subject of smoking methods for cured meats. In the issue of August 18 full directions for soaking and smoking S. P. meats were published, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

If you did not see this article—if not, why not?—write to THE NATIONAL PROVISIONER, Old Colony Bldg, Chicago, and get a copy of it.

Making Pork Sausage

A reader of THE NATIONAL PROVISIONER who wants to make a high grade pork sausage for home use writes as follows:

Editor The National Provisioner:

I would like to know how to make the best pork sausage for personal use. Therefore, the cost is not an item. The points I would like to know are:

What parts of the hog are the sweetest and tenderest to use?

What proportions of salt, pepper and different spices? As I like garlic flavor, would ask how to use the garlic. The above recipe is for 100 pounds of sausage.

What kind of casings shall I use? I like small casings, about the size of frankfurters.

In answer to the question as to what parts of the hog are sweetest and most tender, back fat trimmings, ham trimmings and shoulder meat from light-weight young hogs may be used. If the cost is not an item, we could of course recommend pork tenderloins.

The proportion of seasoning to each 100 lbs. of meat is as follows: Salt, 2½ lbs.; pepper, 6 oz.; sugar, 4 oz.; sage, 2 oz.

Kind of casings to be used may be medium sheep casings or selected narrow hog casings.

Garlic is never used on fresh pork sausage; only in smoked sausage, frankfurters, bologna, etc. In frankfurters you can use ¼ oz. to 100 lbs. of meat; in Polish sausage, 2 oz. per 100 lbs. of meat.

NEW LABEL REGULATIONS.

The federal meat inspection authorities have issued a circular letter with the object of simplifying the methods of approving labels and stamps for meat products. The action taken will be a great help to packers in cutting out a lot of red tape and expense. It also gives opportunity to clean the files of obsolete labels.

The notice is as follows:

To Inspectors in Charge of Meat Inspection and Proprietors and Operators of Official Establishments:

With the view to simplifying the approval of labels and other markings on meat and products there is authorized the following procedure supplementing that outlined in Service and Regulatory Announcements of August, 1923:

1. Wrappers bearing only floral or foliage designs, or illustrations of rabbits, chicks, fireworks or other emblematic holiday designs, such as wrappers commonly used during the Christmas and Easter seasons, need not be submitted to the Washington office for approval but may be used upon permission of the inspector in charge. Such wrappers may bear, in addition, holiday greetings, such as "Merry Christmas," "Happy New Year," "Compliments of the Season," etc., and the name or name and address of the establishment, or the name or name and address of the distributor if properly qualified by the word "Distributor," or a statement showing the product to be prepared for such party.

2. Such wrappers must be submitted for approval if they bear illustrations of animals the carcasses of which are amenable to the federal meat inspection regulations; illustrations of corn, nuts or other materials recognized as foodstuffs for such animals; or statements not within the scope of those above outlined.

3. The foregoing does not authorize the omission of trade labels or other markings required under the regulations but the application of approved labels to such illustrated wrappers does not necessitate the approval of the wrappers themselves.

4. The approval of the name of a product in singular form on stencils, box dies and brands authorizes the modification of such markings by substituting the name in its plural form, and conversely, the approval of a plural name authorizes the use of that in singular form.

5. A slight change in arrangement of directions pertaining to the opening of cans or the serving of the product, or in the application of the name of the establishment or distributor or qualifications accompanying such name, or the omission or addition of the words "Net Weight" qualifying the figures denoting quantity, does not necessitate individual approval of labels involved.

6. It is urged that an examination be made promptly of existing label files and that there be forwarded to the Washing-

Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

ton office a list of all materials which are obsolete or the approval of which is unnecessary under present rulings. In instances where the reported materials are duplicates of other approvals within the scope of recent rulings the reference to the duplications should be, in each case, accompanied by the number of the approval which is to remain in effect. A frequent examination of the files should be made with the view to determining and reporting obsolete materials in order that the current files might be reduced to a minimum.

7. When approvals of labels and other materials are rescinded or temporary permission incident to their use expires, such materials should be removed from the Bureau station files and stored in a proper place for a period of two years following the date of rescindment or expiration of the time limit, after which period the materials may be destroyed.

J. R. MOHLER,
Chief of Bureau.

How do you make the sweet pickle solution for curing meats? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Casings handled on my Sales and Service combination bring maximum profits.

This service includes expert advice on manufacturing methods.

Leading Packers are satisfied clients

Write for particulars

ROY L. NEELY

Broker of Casings Exclusively

602 Webster Bldg. Chicago, Ill.
Cable address "ROLESNELY"

Cut 6,000 lbs. per hour with "Enterprise" No. 1186

Here is the chopper you have been looking for—the "Enterprise" that is speeding up production, and lowering power and labor costs in up-to-date plants.

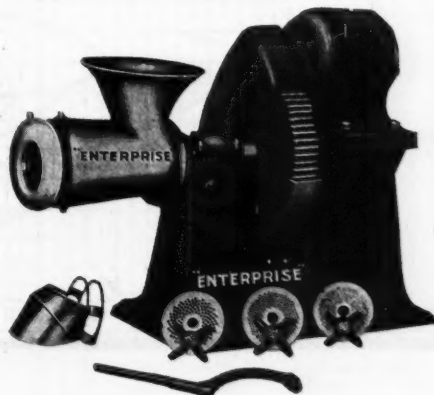
Fitted with 15 h. p. motor, it is a fast, powerful machine. Has four plates—⅞, ¾, ⅓ and 1½"—also three meat knives and one fat knife. Cylinder with steam jacket, if desired.

Get an improved "Enterprise"

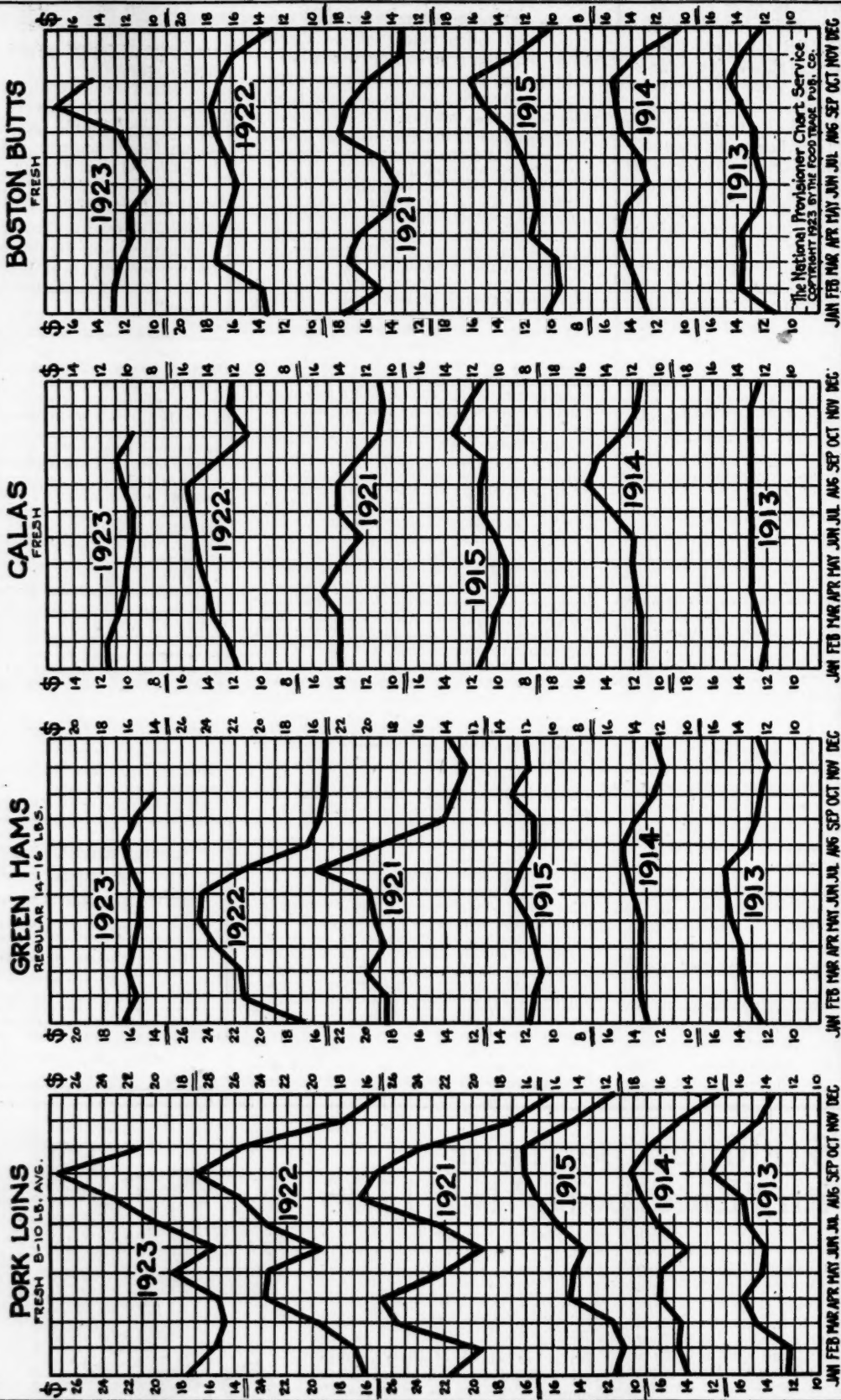
exactly suited to your business. Remember, "Enterprise" choppers are the speediest choppers made—the only choppers with the famous "Enterprise" steel knife and steel plate cutters that have never been imitated successfully.

Write for catalog of electric choppers, belt-driven and hand-power choppers. There is an "Enterprise" for your needs—72 sizes and styles.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



Seasonal Trend in Prices of Fresh Pork Products Wholesale at Chicago



This chart in THE NATIONAL PROVISIONER MARKET SERVICE shows the current price levels of leading fresh pork products compared to previous months, and with the comparative price levels of previous years, including an average of the pre-war period.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

New High Records—Trading Active—Lard Prices Stimulated by Oil—Hog Movement Liberal—Hog Prices Unsettled.

The feature of the product price movement the past week has been the sharp further advance in the lard market, which has carried the price of lard up to the highest levels of the season, with January lard up about 1c a pound in a month while oil has advanced about 2c a pound. The advance in meats was not so pronounced, but there was a better tone and some gain in values.

The action of the lard market as stated was almost directly attributable to the cottonseed oil movement at New York and the cotton crop estimates with the violent advance in cotton. There appeared to be an assumption that the cotton crop this year would be ineffective oil producing seed, not much if any better than last year, making three years of poor seed, and moderate oil output.

Little Lard Market Pressure.

Buying by investors and trade interests seemed to absorb all the available supplies, so that there was but little lard pressing on the market. Prices have been advanced so rapidly, however, that there seems to be some disposition to halt a little. There was evidence of a little profit taking but not enough to be much of a factor. The trade in fats seems to be trying to determine whether the price is high enough yet to restrict the consumption of fats into the available supply of oil, plus hog fats, less the exports and whether the price will restrict the exports so as to throw a considerable amount of edible fats on to the domestic markets.

The monthly report of provision stocks at the seven leading western markets was not conducive to bearish confidence. There was a decrease in lard of about 30,000,000 lbs., compared with October 1, and a decrease in meats of 42,000,000 lbs. The total supply of lard at all markets was only 19,000,000 lbs., scarcely a weeks exports, and the supply of meats of only 209,000,000 lbs. was so small as to show that the domestic demand was absorbing the movement without very much difficulty.

The shipments of lard alone from Chicago last week of 10,500,000 lbs. were more than half of the total stock of lard at all markets, while the exports of 9,594,000 lbs. were also about half the total lard stocks at the seven leading points. The exports of meats for the week of 22,000,000 lbs. were large enough to be impressive compared with the stock on hand.

Hog Movement Still Liberal.

The movement of hogs at the principal market, however, continues very liberal. Receipts last week were 634,000, against 439,000 the previous year. There was some falling off in the cattle movement, some 285,000 against 311,000 last year, and some falling off in the sheep receipts, 227,000 compared with 253,000. Hog packing for the first week of the new year was very heavy, amounting to 885,000, against 654,000 last year.

When the packing statistics are placed alongside of the figures of stocks, reflecting the distribution, it is rather difficult to assume that the movement of hogs, unless it continues at the rate of the past

week, will be sufficient to bring any huge volume of pressure on the market.

The shipments of product from western packing centers is certainly very heavy. Last week the shipments from Chicago alone were 18,000,000 lbs. of cut meats, 22,000,000 lbs. of fresh meats, and 10,400,000 lbs. of lard.

Chicago Lard Stocks Very Low.

The Chicago monthly stock was somewhat more impressive in the figures for lard than the report for the seven points. The stock of lard is reduced to only 9,000,000 lbs., against 34,000,000 lbs. last year, covering the prime steam qualities and other lard, practically 3,000,000 lbs., the same as the preceding month.

The total stock was divided in three during the month, with the total at the end being 12,305,000 lbs., against 37,092,000 lbs. last year. A total stock of meats declined 16,000,000 lbs. during the month. The present total is 92,771,000 lbs., compared with 66,815,000 lbs., last year.

The comparative figures of provision stocks at Chicago follow:

	Nov. 1, 1923.	Oct. 1, 1923.	Nov. 1, 1922.
Pork, new, bbls.....	1,888	2,483	396
Pork, old, bbls.....	.....	.....	158
Pork, others, bbls.....	16,806	21,193	13,977
Lard, ps., lbs.....	1,991,690	34,011,984	1,286,400
Lard, other kinds.....	7,369,164	.....	19,941,119
Lard, total, lbs.....	2,944,945	3,080,889	2,406,392
Short ribs, lbs.....	12,305,799	37,092,883	13,663,920
Short ribs, lbs., prev.	83,400	2,121,951	1,639
Short ribs, lbs., prev.	316,627	.....	173,406
Total cut meats, lbs.	92,771,807	108,711,088	66,815,547

*1922-23. †1921-22.

At the east the lard situation is very tight, with nearby lard selling at about 200

points over November, and December-January shipment 160 to 170 points over January and some cases has been sold as high as 180 points over.

PORK—The market was very firm with demand good and offerings limited. At New York mess was quoted at \$25@26, family nominal, short clears \$26@31. At Chicago mess was quoted at \$22.

LARD—Supplies limited and market strong, with demand good. At New York prime western was quoted at 14.15@14.25c, middle western 13.95@14.05c, city 13½@14c, refined to the continent 15¼c, South American 15½c, Brazil kegs 16½c, compound in car lots 13¾@14c. At Chicago regular lard in round lots was quoted at .62½c over November, loose lard .02½c over November, and leaf lard .15c over November.

BEEF—The market was steady with mess at New York \$16@17, packet \$17@18, family \$20@21, extra India mess \$32@33, No. 1 canned corn beef \$2.35, No. 2 at \$4; pickled tongues \$55@65 per bbl., nominal.

SEE PAGE 37 FOR LATER MARKETS.

WHOLESALE MEATS LOWER.

Bacon back at pre-war levels and forequarters and hindquarters of beef selling closer together than has been the case for several years, are two of the features which have characterized the wholesale meat trade during October and at the present time, says the Institute of American Meat Packers. The statement continues:

"With continued heavy receipts of hogs, the wholesale prices of light averages of bacon—the fancy grades—declined 10 to 15 per cent during the month, notwithstanding a broad demand, and now are 20 to 25 per cent lower than the average of the similar dates for the last three years. Present quotations on bacon are approximately at the levels which prevailed at this time in 1913.

"Forequarters of beef have been in such demand as to narrow materially the rather wide price difference which has existed during recent years between forequarters and hindquarters because of the relatively heavy demand on the part of the consumer for loin and other hind-quarter cuts to the exclusion of many desirable cuts from the forequarter, such as the chuck, plate, and brisket. This is an unusual condition, but one which should be beneficial to producer, packer, retailer, and consumer alike, as a better balanced demand for all parts of the meat animal tends toward more economical merchandising.

"In general, the demand for meat during the month was broad, consumption continuing on a plane substantially higher than a year ago. However, the supply of fresh pork—which, measured by receipts of hogs at the leading markets, was approximately 25 per cent greater than at this time a year ago—was somewhat in excess of demand. This also was true to a lesser degree of the supply of beef, especially toward the close of the month."

Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER'S trade service.

It includes market prices and transactions on provisions, lard, tallows and greases, fresh pork, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$4 per month, payable quarterly in advance.

Hogs and Heat

How much profit you make from a hog depends largely upon how well you control the heat in the various processes through which Mr. Hog must go before he reaches the meat market.

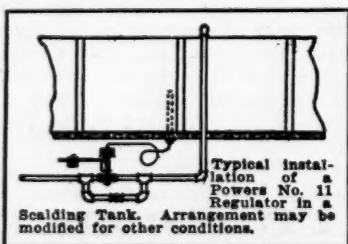
You know, well enough, how many places there are where heat control is a factor—and how often the "help" let the temperature vary—and vary enough to cut into your profits.

Just Make Up Your Mind To This One Thing—

Correct heat control can never be assured so long as you depend upon men and women to watch temperatures and turn steam valves. Only automatic mechanical regulation is dependable and accurate. A machine is on the job every minute—never forgets, never dreams, never sleeps.

Powers Automatic Thermostatic Regulators

These automatic machines control the temperature without material variation. The sensitive thermostatic bulb which is immersed in the water keeps the heat at the proper degree. Powers Regulators are easy to install, do not require further attention, and maintain the proper temperature, thus allowing the employee to devote his entire time to productive work.



Learn how practical heat control adds to the profits in Meat Packing, without obligation to you.

THE POWERS REGULATOR CO.
Specialists in Automatic Heat Control

2725 Greenview Ave., Chicago

NEW YORK BOSTON TORONTO

28 Other Offices Your Phone Book will tell you if one is in your city (3371)

BRITISH PROVISION MARKET.

(Special Letter to The National Provisioner.)

Liverpool, England, October 27, 1923.

The market this week has maintained a better tone. There has been a steady trade in the long bacon market, and with prices steady there has been more interest in American. In bacon, there is a good inquiry for Wiltshire sides and Cumberland cut, especially for heavier averages of the latter. Irish cuts are neglected, but the settlement of the strike in Ireland should lead to an early improvement in long clears and S. C. backs.

Salt bellies are still in large supply, and while some little improvement may be noted in the consumptive demand, stocks are more than ample to meet the improvement, and prices continue on the easy side. Fresh board bellies are, on the other hand, getting into more moderate compass, and more interest is being taken in them at better prices than last week. In shoulders, squares are selling quietly, but picnics are in good demand.

Hams, on the very moderate arrivals, are a very fair demand, the firmness continues, and prices maintain an all around improvement on the week. Lard on spot continues very firm owing to limited offerings of c. i. f. parcels and a fair inquiry.

AUGUST CANNED MEAT EXPORTS.

Domestic exports of canned meats, from the United States, by countries, during August, 1923, are reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

Countries.	Beef, pounds.	Pork, pounds.	Sausage, pounds.	Other canned meats, pounds.
Belgium	169	25,980	900	111
France	2,500	100	111	111
Germany	2,500	100	111	111
Gibraltar	2,500	100	111	111
Turkey in Europe	19,268	161,580	5,907	259,963
England	1,200	4,425	4,425	4,425
Scotland	4,800			
Ireland				
Canada				
Maritime Provinces		280	120	
Quebec and Ontario	1,021	189	1,647	2,431
Prairie Provinces			290	750
Brit. Col. and Yukon	2,647	120	664	3,049
British Honduras	1,904		937	2,618
Costa Rica	221	41	560	395
Guatemala	800	193	868	194
Honduras	5,201	27	3,116	3,306
Nicaragua	3,380		1,195	2,086
Panama	2,217	57	3,765	464
Salvador	7,385	3,283	8,047	252
Mexico	7,385	3,283	8,047	252
Newfoundland and Lab.	9,995	2,780	1,871	5,064
Bermuda	4,256	111	629	5,963
Barbados			72	94
Jamaica	465		710	1,213
Trinidad and Tobago	1,120		2,685	1,477
Other Brit. W. Ind.	3,184	158	612	3,858
Cuba	1,157	450	120,852	125,695
Dominican Republic	522		963	393
Dutch West Indies	1,102		199	436
French West Indies	44		33	63
Haiti	60		48	150
Virgin Is. of U. S.	108			150
Argentina	90	16,089		50
Bolivia			110	24
Chile				1,952
Colombia	804		2,341	1,952
Ecuador				162
British Oceania	5,440			51
Peru	1,728		288	444
Uruguay	108			141
Venezuela	2,281		1,287	4,565
British India	830			126
Ceylon	216			216
Straits Settlements	381	453	994	1,881
China	843	717	1,071	2,604
Chosen			67	72
Java and Madura			643	453
Other Dutch E. Ind.			180	104
Hongkong	267		2,395	1,044
Japan	300		3,557	1,778
Kwangtung, leased ter.	72			228
Philippine Islands	8,650	165	1,500	8,078
Australia			125	3,809
British Oceania				212
French Oceania				489
Other Oceania			330	490
British West Africa				80
British South Africa	1,200		4,831	2,030
Canary Islands			37	288
Liberia				
Portuguese East Africa	1,800			
Total—Quantity	91,876	194,930	202,189	477,165
Value (dollars)	22,821	66,432	59,786	158,450

What pork cuts are cured in dry salt, and how is it done? What is the length of time in cure? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

MEAT SUPPLIES IN OCTOBER.

Receipts of livestock at eight leading centers during October, 1923, with comparisons, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	345,079	66,102	843,729	538,730
Kansas City	345,229	91,463	396,606	215,343
Omaha	200,079	17,758	196,368	424,420
St. Louis	147,858	49,235	479,708	52,714
St. Joseph	90,337	9,943	189,763	52,487
St. Joseph	71,054	14,503	171,263	99,502
Wichita	33,812	9,344	65,538	19,086
Denver	99,184	7,325	36,775	707,032
T ¹ Oct., '23	1,332,632	265,763	2,379,750	2,106,308
T ¹ Oct., '22	1,384,886	307,090	1,595,813	1,725,938

Receipts at eight leading markets for the ten months' period ending October 31, 1923, with comparisons, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	2,805,900	37,073	8,252,631	3,426,949
Kansas City	2,224,774	478,332	2,970,965	1,472,467
Omaha	1,428,024	87,607	1,139,975	2,610,011
St. Louis	869,264	305,921	3,948,231	492,621
St. Joseph	601,985	37,222	2,514,789	157,869
St. Joseph	516,949	81,383	2,016,743	841,706
Wichita	281,946	60,608	557,176	166,596
Denver	402,887	41,782	411,357	1,574,640
Total 10 mos.				
1923	8,931,789	1,738,766	23,791,846	10,681,808
1922	8,495,402	1,728,662	17,648,436	9,508,803

Slaughters at seven leading livestock centers for the month of October, 1923, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	224,456	37,073	689,789	206,421
Kansas City	143,424	50,001	280,379	104,349
Omaha	88,865	8,196	165,355	139,341
St. Louis	20,307	9,320	129,233	15,329
St. Joseph	37,803	7,690	143,662	62,320
Wichita	7,862	4,289	49,502	11,114
Denver	11,248	1,874	27,193	18,705
T ¹ Oct., '23	534,055	138,483	1,485,113	607,579
T ¹ Oct., '22	531,885	116,314	1,050,220	579,523

Slaughters for the ten months' period ending October 31, 1923, at six leading centers, with comparisons, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,752,015	608,061	6,271,837	2,231,862
Kansas City	994,638	318,122	2,244,659	968,369
Omaha	1,428,024	87,607	1,139,975	2,610,011
St. Louis	601,985	37,222	2,514,789	157,869
St. Joseph	316,749	60,361	1,635,330	632,188
Denver	93,954	16,108	318,571	144,529
Total 10 mos.				
1923	187,365	1,127,481	16,125,161	6,744,828
1922	3,976,416	1,003,088	10,905,257	5,026,266

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Nov. 3, 1923, with comparisons:

	Week ended Nov. 3, 1923.	Week Nov. 4, 1922.	Nov. 5, 1922.
United Kingdom	25	10	5,318
Continent	730	1,115	30,551
So. and Cent. Amer.			190
West Indies			18,580
B. N. A. Colonies			870
Other countries			290
Total	755	1,260	55,809

BACON AND HAMS, LBS.

United Kingdom	14,844,000	5,971,000	586,384,354
Continent	6,784,300	2,252,000	283,892,250
So. and Cent. Amer.			312,700
West Indies			4,388,000
B. N. A. Colonies			164,300
Other countries			738,400
Total	21,628,300	8,203,000	845,880,004

LARD, LBS.

United Kingdom	3,144,500	2,092,735	261,814,875
Continent	4,855,625	5,977,480	599,445,890
So. and Cent. Amer.			2,785,673
West Indies			8,337,000
B. N. A. Colonies			61,000
Other countries			246,448
Total	8,000,125	8,070,215	872,640,886

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork.	Bacon and hams, lbs.	Lard, lbs.
From—			
New York	755	8,448,300	6,473,125
Boston		2,600,000	
Philadelphia			34,000
Baltimore		113,000	
Montreal		10,467,000	1,493,000
Total, week	755	21,628,300	8,000,125
Previous week	3,197	17,732,000	15,739,299
Two weeks ago	895	20,840,350	18,650,393
Cor. week, 1922	1,260	8,203,500	8,070,215

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1922, to Nov. 3, 1923:

	1922-1923.	1921-1922.	Increase.
Pork	11,179,800	8,637,900	2,542,200
Bacon and hams	845,880,004	547,970,597	297,909,437
Lard	872,640,886	624,327,418	248,313,468

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market the past week, while rather quiet, has shown a firmer tendency, and was about $\frac{1}{2}$ c higher than a week ago. Soap interests were not readily following the advances, but sellers appeared to be well sold ahead, and limited offerings made for a stronger undertone, helped somewhat by the cotton oil and lard strength. At New York equal to eight cents, ex-plant, was bid for extra, and expectations were that the next sales would be at higher levels. Even the greases moved up slightly, and in no quarter was there any pressure in evidence. It was stated that demand for soaps is good.

In the west, trading in tallow was also limited, but the undertone there was firm, with edible at Chicago $9\frac{1}{2}$ @ $9\frac{1}{2}$ c, fancy 9c paid, prime packer $8\frac{1}{2}$ c and No. 1 at $7\frac{1}{2}$ @ $7\frac{1}{2}$ c. At Liverpool the market was dull and unchanged, with Australian choice at 40s 6d, and good mixed at 39s 6d. At the London auction 882 casks were offered and 656 casks sold.

At New York, special loose was quoted at $7\frac{1}{2}$ c nominal, extra at eight cents bid, and edible nine to ten cents nominal.

STEARINE—The market continued quite weak, declining another quarter cent at New York, to $11\frac{1}{2}$ c, sales, and the undertone continued heavy, even on the decline, notwithstanding the better feeling in other allied oils and greases, with offerings liberal, and exceeding the demand. In the west, the market was relatively firmer than in the east, with oleo at Chicago quoted at $11\frac{1}{2}$ c, and at New York at $11\frac{1}{2}$ c nominal.

OLEO OIL—The market was dull and steady with extra at New York 15c nominal, medium $11\frac{1}{2}$ @12c, and lower grades $10\frac{1}{2}$ c. At Chicago extra was quoted at $13\frac{1}{2}$ @ $13\frac{1}{2}$ c.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL—The market continued firm with the lard strength, but demand was again on a hand-to-mouth basis. At New York edible was $16\frac{1}{2}$ c, extra winter $13\frac{1}{2}$ c, No. 1 $10\frac{1}{2}$ c, extra No. 1 11c and No. 2 10c.

NEATSFOOT OIL—The market was steady with demand routine. At New York pure was quoted at $13\frac{1}{2}$ @14c, extra at $11\frac{1}{2}$ @11c, No. 1 $10\frac{1}{2}$ c and cold-pressed $16\frac{1}{2}$ c.

GREASES—While demand was rather moderate, there was some improvement in evidence, and stimulated by the better feeling in tallow and oils, the undertone was somewhat firmer. Offerings were more strongly held, and a feeling was current that higher prices would be witnessed in the near future. At New York yellow was quoted at $6\frac{1}{2}$ @ $6\frac{1}{2}$ c, choice house $6\frac{1}{2}$ @ $6\frac{1}{2}$ c, white at $7\frac{1}{2}$ @8c, and choice white $10\frac{1}{2}$ @11c. At Chicago choice white was held at $9\frac{1}{2}$ c, A white $8\frac{1}{2}$ @ $8\frac{1}{2}$ c, B at $7\frac{1}{2}$ c, yellow $6\frac{1}{2}$ @ $6\frac{1}{2}$ c, house 6c, brown $5\frac{1}{2}$ c.

AUSTRALIAN LIVESTOCK SHRINK.

Delays in issuing returns by the various statistical departments make it impossible to give a comparative summary of the livestock in all States of Australia. A preliminary return for Queensland indicates that considerable decreases in sheep and cattle occurred in that State during 1922.

The totals on January 1, 1923, are given tentatively as 17,051,756 sheep and 6,606,563 cattle, compared with 18,402,399 sheep and 7,047,370 cattle at the beginning of 1922.

A preliminary return for New South Wales to January 1, 1923, shows 32,795,266 sheep and 2,900,882 cattle, as against 34,776,075 sheep and 3,250,633 cattle 12 months previously, which figures point to a large falling off. As the season over a wide area of both States has been indifferent, in many districts bad, since January 1, 1923, it may be assumed the numbers will be subject to further reductions during 1923.

In the absence of returns, official or otherwise, for Victoria, South Australia, and Western Australia, it is idle to attempt to forecast the position in other exporting States. It may be said that, generally speaking, they have not suffered any serious setback from seasonal causes. On the other hand, the heavy shipments of mutton and lamb from Victoria last year are almost certain to produce a reduction in the sheep totals for that State.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Nov. 7, 1923.—The fertilizer manufacturers and the buyers of feeding materials have practically been out of this market for a few weeks and therefore trading is about at a standstill.

One lot of 75 tons of ground tankage was sold for shipment south at a price which netted the seller about \$3.65 and 10c f. o. b. New York. Otherwise no sales have been reported of this material and the situation remains unchanged.

Fertilizer manufacturers do not look for any advance in animal ammoniates because sulphate of ammonia is weak and nitrate is lower in price because of drop in exchange.

FATS AND GREASE EXPORTS.

Exports of fats and greases from New York from November 1 to November 7, 1923, are reported unofficially as follows: Lard, 5,552,815 lbs.; tallow, 150,000 lbs.; greases, 964,000 lbs.; and stearine, none.

Packinghouse By-Products Markets

Blood.

Chicago, November 7, 1923.

Blood is rather quiet this week with a little easier feeling.

	Unit ammonia.
Ground	\$4.40@4.50
Crushed and unground	4.20@4.30

Digester Hog Tankage Materials.

The tankage market is very quiet. Buyers and sellers are far apart in their views and there is a bearish undertone to the market.

	Unit ammonia.
Ground, 10 to 12% ammonia	\$3.60@3.75
Unground, 10 to 11% ammonia	3.35@3.50
Unground, 7 to 9% ammonia	3.00@3.25

Fertilizer Tankage Materials.

In fertilizer tankage materials the market is quiet. Some inquiries have been made for the future, but few are willing to quote except at an advance over the present market.

	Unit ammonia.
High grade, ground, 10-11% ammonia	\$2.85@3.00
Lower grade, ground, 8-9% ammonia	2.60@2.75
Medium to high grade, unground	2.40@2.50
Low grade and country rend., unground	2.00@2.30
Hoof meal	2.90@3.00
Liquid stick	2.50@2.75
Grinding hoofs, pigs' toes, dry	30.00@35.00

Bone Meals.

Bone meal prices are as low as they have been this year. The low level keeps the market from being brisk, and sellers are looking for buyers.

	Per ton.
Raw bone meal	\$26.00@28.00
Steamed, ground	20.00@22.00
Steamed, unground	16.00@18.00

Cracklings.

There is no interest in the crackling market. There are no buyers.

	Per ton.
Pork, according to grease and quality	\$35.00@55.00
Beef, according to grease and quality	40.00@50.00

Bones, Horns and Hoofs.

There is no change in bones, horns and hoofs this week.

	Per ton.
No. 1 horns	\$225.00@250.00
No. 2 horns	175.00@200.00
No. 3 horns	125.00@150.00
Culls	35.00@35.00
Hoofs, black and striped, unassorted	30.00@32.00
Hoofs, white, unassorted	40.00@50.00
Round shin bones, unassorted, heavies	85.00@95.00
Round shin bones, unassorted, lights	70.00@80.00
Flat shin bones, unassorted, heavies	65.00@70.00
Flat shin bones, unassorted, lights	55.00@60.00
Thigh bones, unassorted, heavies	85.00@95.00
Thigh bones, unassorted, lights	70.00@80.00

Glue and Gelatin Stock.

Jaws, skulls and knuckles have been quoted at \$37.00 at Chicago this week. The market is stronger.

	Per ton.
Calf stock	\$28.00@30.00
Edible pig skin strips	55.00@60.00
Rejected manufacturing bones	40.00@42.00
Horn piths	20.00@22.00
Cattle jaws, skulls and knuckles	33.00@35.00
Junk and hotel kitchen bones	24.00@26.00
Sinews, pizzies and hide trimmings	17.00@19.00

Hog Hair.

The market for hog hair has been cleaned up this week and some contracts have been made. Recent quotations follow, per lb., delivered Chicago basis: Field and coil dried, winter, 3c; coil dried, summer, 2c; processed, summer, $6\frac{1}{2}$ c; processed, winter, $7\frac{1}{2}$ c.

Pig Skin Strips.

This market has been very quiet this week. Sellers have asked $4\frac{1}{2}$ c, while buyers are offering 3c.

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AMERICAN COTTON OIL PLANS.

Reorganization plans of the American Cotton Oil Company have been made public by President George K. Morrow in a letter to stockholders. A new company has been incorporated under the laws of New Jersey under the name of the Gold Dust Corporation, with \$5,000,000 of non-cumulative non-voting 6 per cent preferred stock, and 325,000 shares of no par value common stock.

Stockholders of American Cotton Oil Company may exchange their holdings for stock of the new company on basis of one share of new no-par common for each share of C. O. preferred outstanding, and one share of new Gold Dust common for three shares of C. O. stock held.

President Morrow's letter to the stockholders says the cottonseed oil business in recent years has become "increasingly speculative, hazardous and unprofitable. Market prices have been subject to violent fluctuation. Under such conditions price fluctuations completely overshadow any legitimate manufacturing profit which can normally be expected."

Moreover the European market has been lost to the United States, Mr. Morrow writes. Higher freight rates operate to the advantage of the local mills compared with large mills, getting their raw materials from a wide area.

The soap and washing powder business has developed in a continuous and healthy manner, producing a substantial income for many years, and showing attractive possibilities of further profitable growth, Mr. Morrow's letter says.

As a result of study, Mr. Morrow recommends that the company should proceed on the basic plan of expanding the profitable end of the business and curtailing that which has proved unprofitable, and that the manufacture and sale of "Gold Dust," "Fairy Soap" and other profitable products be pushed and that the cottonseed oil business be curtailed.

"The curtailment of the cottonseed oil business will mean that we can advantageously concentrate it into a few of our plants, rendering the balance unnecessary for our purposes," said Mr. Morrow. "The sale of these plants will relieve the American company of the burden of superfluous assets and heavy carrying charges, and will furnish cash toward meeting the notes maturing next September.

"The curtailment of the cottonseed crushing and oil refining business and new methods which have been introduced for handling the soap business, together with a policy of rigid economy, have permitted drastic reduction in administrative and operating personnel. Savings in overhead expenses which have already been effected in the soap business alone, for example, amount to more than \$500,000 per annum.

"To the Gold Dust Corporation has been transferred the soap business, its trade marks and good will, including 'Gold Dust,' 'Sunny Monday Soap,' etc. It is at present a subsidiary of the American Cotton Oil Company, which owns all of the preferred stock (\$5,000,000) and all of its now outstanding common stock. It is expected that the Gold Dust Corporation will hereafter be the more active corporation, with a substantial and consistent earning power."

Comparison of the balance sheet of the

American Cotton Oil Company for 1922 and 1923 is as follows:

ASSETS.		1922.	1923.
Real estate, buildings, machinery, investments, etc.		\$16,519,433.73	\$ 9,182,637.88
Good will, brands, etc.		23,594,869.81	23,594,869.81
Cash		2,625,588.60	2,737,933.79
U. S. Treasury certificates (at cost)			506,093.75
Five-year 6% gold notes of the American Cotton Oil Co. (at cost)			523,551.45
Bills and accounts receivable		3,610,734.34	2,154,002.22
Bills receivable due during fiscal years ending 1922 to 1923, inclusive.			490,960.61
Marketable products, etc., on hand		5,016,550.21	3,389,436.34
Deferred charges against future profits		881,839.00	70,973.85
Deficit			5,717,609.04
		\$51,749,015.60	\$48,368,158.74

LIABILITIES.		1922.	1923.
Capital stock, preferred	\$10,100,000.00	\$10,100,000.00	
Capital stock, common	20,237,100.00	20,237,100.00	
Debt		\$30,435,700.00	\$30,435,700.00
Five-year gold notes	5,000,000.00	5,000,000.00	
Reserve	8,500,000.00	8,500,000.00	
Accounts payable	601,143.29	826,623.37	
Interest accrued upon debenture bonds and gold notes	338,333.34	323,333.34	
Balance general profit and loss account	4,210,189.13		
		\$51,749,015.60	\$48,368,158.74

Comparison of general profit and loss account for 1922 and 1923:

	1922.	1923.
Balance general profit and loss account August 31, previous year	\$6,689,579.28	\$4,210,189.13
Loss from operating during year	1,689,390.15	3,259,892.04
	\$5,000,189.13	\$ 950,297.09
Deduct:		
Loss on properties sold and on investments		3,907,906.18
Reserve against losses on properties to be sold		2,000,000.00
Interest on debenture bonds and gold notes	790,000.00	760,000.00
Balance general profit and loss account Aug. 31.	\$4,210,189.13	
Deficit		\$5,717,609.04

GERMANY WANTS BACON AND LARD.

Stocks of bacon and lard in Germany are low and the demand for these commodities is strong, says a recent report received by the U. S. Department of Agriculture from its commissioner in Berlin. Although exchange fluctuations are an obstacle to increased sales of American hog products, the present outlook, the report declares, is apparently favorable.

It says the acute foreign exchange difficulties which the packers experienced in

July caused them to allow their stocks in Hamburg to run low, and they were not prepared for the renewed buying that took place when the foreign exchange regulations were made less onerous.

All the important markets in Germany, the report says, are short of American lard and butter. German farmers, moreover, are holding back their supplies of butter and pigs, and cattle as well. In consequence, the prices of all these commodities are advancing. Prices for live pigs on September 1 were about 13 cents per American pound, dressed pork on the Berlin market was worth from 23 to 25 cents a pound, and cattle were bringing 7 or 8 cents a pound. Germany has been importing live pigs from Holland in the last few weeks. The number of both hogs and cattle in Germany is increasing, the report says.

Evidence that German farmers are holding back their cattle is furnished by reports of slaughtering at inspected establishments. The second quarter of 1923 saw a 15 per cent decrease in the total number of cattle killed, compared with the number killed in the corresponding period of 1922. Decreases were relatively largest among cows and young cattle. Slaughtering weights, moreover, are now up to the pre-war average, indicating that stock-raisers are finding it profitable to fatten cattle.

Imports of American pork and pork products into Germany have been a feature of this country's foreign trade in agricultural products this year. Their volume has exceeded all expectations. In the eight months ended August 31, pork and lard exports to Germany were 326,343,363 pounds, compared with 282,531,408 pounds in the corresponding period of 1922.

The largest buyer of American pork and pork products this year has been the United Kingdom, which took 515,689,104 pounds in the eight months ended August 31; but the British imports, unlike Germany's, showed a drop from those of the previous year, amounting for the eight months' period to 168,842,914 pounds.

SEPTEMBER MARGARIN EXPORTS.

Exports of dairy products, oleomargarin and eggs from the United States for month of September, 1923, are reported by the U. S. Bureau of Agricultural Economics as follows:

Destination.	Butter, pounds.	Oleomargarine, pounds.	Cheese, pounds.	Eggs, dozens.
Europe:				
Germany	1,867	200	1,000	7,889
United Kingdom			29,025	457,100
North America:				
Bermuda	3,885	2,290	427	
Canada	1,327	43,040	28,452	54,861
Newfoundland and Labrador			600	
Central America:				
Br. Honduras	5,521	2,700	6,787	939
Costa Rica	798	2,450	2,615	
Honduras	19,172		9,639	21,230
Nicaragua	4,033		3,497	
Panama	144,809	26,140	43,016	88,660
Mexico	54,507	1,230	52,598	560,734
West Indies:				
Cuba	53,931	400	30,687	1,177,720
Dom. Rep.	17,329		4,364	
Haiti	54,144		7,393	
Jamaica	1,450	6,350	17,705	660
Other Br. W. Indies	12,565	25,755	6,757	2,235
Trinidad and Tobago	800		1,154	
Virgin Is. of U. S.	10,061	11,405	5,873	150
Miscellaneous	6,425	650	2,790	
South America:				
Bolivia	584		159	
Brit. Guiana	2,232	1,000	86	
Chile	2,940			
Colombia	2,530	300	873	
Peru	27,700		6,304	
Venezuela	10,837		451	
Asia:				
China	6,662		5,391	
Hongkong	60		1,050	
Japan	7,750		600	
Miscellaneous	1,891		2,788	270
Oceania:				
Philippine Is.	11,680		5,417	360
Miscellaneous	663		1,046	
Africa:				
Miscellaneous	24		396	
Tot.—Sept., 1923	468,177	123,910	278,431	2,378,304
Tot.—Sept., 1922	1,077,283	209,519	334,106	2,799,638
Jan.—Sept. (inc.), 1923	4,596,622	3,260,681	17,365,274	20,574,807
Jan.—Sept. (inc.), 1922	9,488,427	1,556,921	4,058,639	22,203,534

This total takes into consideration a deduction of 6,000 lbs. due to a revision by the Department of Commerce of the July exports.

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Larger—Prices in New High Ground—Crude and Seed Strong—Lard and Cotton at New Season's Highs—Oil Distribution Comparatively Small.

Contrary to general expectations, the smaller cotton crop appears to be making for more interest in the New York cottonseed oil futures market. Notwithstanding comparatively light interest on the part of the big refiners or packers, a more liberal trade has been witnessed, with commission houses on both sides, and the market in new high ground for the season.

After hesitating for a few days, with the trade becoming accustomed to the new levels, the market bulged sharply following the rapid advances in cotton about the middle of the week, and although sentiment was quite mixed, the market held the bulk of the gains.

Conditions Stronger This Week.

If anything, conditions appeared stronger this week than they have any time yet on the crop, and the market was undergoing a situation forecasted by the original bulls some months ago, when it was brought to the trade's attention that the cotton crop had been over-estimated, and when it was shown that the lard demand was not only

absorbing the current make, but was also eating into the accumulated stocks.

Another feature which the market has not fully overcome as yet, is the small carry-over at the end of last season. As it is true of all speculative markets that the pendulum always swings too far one way or the other, the conservative interests are more inclined to sit back and await the developments the next thirty days, rather than to take a definite stand at these levels, prices which would appear to have discounted somewhat the general situation for the time being.

Fluctuations, it is expected, will be rapid both ways, but no matter what the immediate outcome may be, the period of accumulation of the cotton oil crop is under way with full steam ahead, and while the small cotton crop, with its resultant light crush of oil, forecasts good prices for this commodity throughout the season, it is decidedly questionable whether or not it is the part of wisdom to expect this advance to continue and not cut down consumption.

Expect Same Crush as Last Year.

In fact, the present prices for oils and for lard are making for more economical

handling. While the distribution of cotton oil to date is decidedly behind the same time last year, the crush for the season will be approximately the same as last year. The market is gradually settling down to a supply-and-demand basis, and having discounted somewhat the less favorable outlook than that of the early part of the season, has reached a point where the question of substitutes will begin to play a more important part in the oil distribution.

For the immediate future, the market is confronted now with a disposition to further lower cotton crop ideas, one private estimate being issued of 9,920,000 bales. Luckily, the cotton season is drawing to a close, for the way the crop has faded the past thirty days, it would not take very long to have practically wiped it out.

It is difficult for one to imagine any such losses during the month of October. And it would not be surprising if the final ginning figures were actually larger than the Government's recent estimate of 10,248,000 bales. This, while not sufficient for the cotton world, could easily prove more than sufficient for the oil demand, because of the fact that there is practically no substitute for cotton, while there are various

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substitutes for the oil, which excessive oil prices will bring to the front.

It may be well for the southern oil factors to give due consideration to this situation, particularly early in the season, so as to keep cotton oil moving freely into consumption, and not check distribution and have a large carry-over at the end of the season.

South Is Buying Actively.

The south has been actively buying this week, against sales of crude oil in many cases, a leading western compound interest absorbing, it was estimated, between 100 and 200 tanks of crude at ten cents, causing a withdrawal of the ten cent offerings in the southeast and valley, the southeastern price going to 10½¢ bid and 10¼¢ asked, although the bulk of the southeastern and Valley mills were holding for 10¼¢, and Texas for 10¼¢.

At the same time, the south has taken profits rather heavily, and appears to have bought on balance. There are evidences of pyramiding on the long side, which in the long run is not a healthy condition.

The lard market, under persistent demand, continued to advance and, ignoring the excessive hog runs, with the foreign lard situation strong, while tallow and greases were stiffer, and the markets, generally speaking, were devoid of selling pressure. These conditions have been noted before, and there is hardly anyone in the trade who has not, in the past, seen a strong or weak situation change almost over night.

October Consumption Estimate.

According to carefully checked figures, the October consumption will fall below 200,000 bbls., possibly as low as 185,000, compared with over 298,000 during October, last year. This is ignored, and figures offset by the seed condition, and the lard strength, but the distribution is a vital question in the long run, and it is equally interesting to note that many of those in the trade who could not see the present prices four to six years ago, are now bullish and talking ridiculously high levels.

The next Government Report, due about the end of next week, will undoubtedly show an important increase in the visible stocks of oil, owing to the movement of seed to mills, and this may have an important bearing, notwithstanding the expectations that the refined stocks will continue light, as of the end of October.

COTTONSEED OIL.—Market transactions:

Thursday, November 1, 1923.

Spot	Sales	Range		Closing	
		High	Low	Bid	Asked
Nov.	1600	1166	1155	1160	a 1165
Dec.	1800	1140	1124	1136	a 1140
Jan.	4300	1135	1120	1135	a 1137
Feb.	100	1141	1141	1139	a 1145
Mar.	7900	1152	1130	1149	a 1150
Apr.				1150	a 1160
May	1400	1164	1146	1162	a 1163
June				1165	a 1175

Total sales, including switches, 17,100
Prime Crude S. E. 1000 asked.

Friday, November 2, 1923.

Spot	Sales	Range		Closing	
		High	Low	Bid	Asked
Nov.				1185	a 1201
Dec.	1100	1170	1145	1170	a 1175
Jan.	6200	1170	1145	1170	a 1172
Feb.	200	1172	1150	1173	a 1183
Mar.	6900	1186	1157	1182	a 1183
Apr.	700	1185	1185	1187	a 1189
May	2600	1199	1168	1193	a 1195
June				1195	a 1210

Total sales, including switches, 18,700
Prime Crude S. E. 1000—1025.

Saturday, November 3, 1923.

Spot	Sales	Range		Closing	
		High	Low	Bid	Asked
Nov.				1150	a 1200
Dec.	300	1178	1168	1161	a 1165
Jan.	3700	1179	1150	1151	a 1152
Feb.				1153	a 1162
Mar.	4100	1188	1159	1160	a 1163
Apr.				1160	a 1175
May	2200	1198	1174	1176	a 1178
June				1177	a 1188

Total sales, including switches, 10,300
Prime Crude S. E. 1000—1025.

Monday, November 5, 1923.

Spot	Sales	Range		Closing	
		High	Low	Bid	Asked
Nov.	500	1160	1160	1160	a 1168
Dec.	1500	1165	1150	1151	a 1155
Jan.	2500	1160	1152	1153	a 1154
Feb.				1155	a 1165
Mar.	6400	1173	1163	1166	a 1167
Apr.				1168	a 1175
May	1500	1183	1175	1179	a 1180
June				1180	a 1190

Total sales, including switches, 12,800
Prime Crude S. E. 1000—1025.

Tuesday, November 6, 1923.

Holiday.

Wednesday, November 7, 1923.

Spot	Sales	Range		Closing	
		High	Low	Bid	Asked
Nov.	600	1196	1175	1191	a 1200
Dec.	5200	1196	1178	1184	a 1186
Jan.	8200	1200	1180	1184	a 1185
Feb.				1187	a 1192
Mar.	12800	1210	1190	1193	a 1194
Apr.				1194	a 1203
May	4000	1212	1200	1203	a 1207
June				1205	a 1220

Total sales, including switches, 31,000
Prime Crude S. E. 1012½—1025.

Thursday, November 8, 1923.

Cottonseed oil off 4 to 12 points, under realizing and selling by the west, but renewed buying on the strength in lard and cotton effected an ultimate recovery. Closing bids 1 to 5 points net higher. Sales, 15,500 bbls. Prime crude, 10.12½@10.25c; prime summer, yellow spot, 12@13c; December, 11.85c; March, 11.98c; May, 12.00c, all bid.

SEE PAGE 37 FOR LATER MARKETS.

COCOANUT OIL.—The strength in cotton oil, with light offerings, resulted in a firmer market for cocoanut oil, with sellers' tanks coast selling at 8½¢, or ½¢@¼¢ better than last week. There were persistent rumors of bulk sales at 8½¢ c. i. f. New York, but tanks New York were quoted at 8½¢@8¾¢. The copra market was very firm at 4¼¢@5c c. i. f. coast. Consumers were not inclined to follow advances readily, and this tended to limit trade. There were rumors of re-sales of a round lot of Ceylon, basis 8¼¢, sellers' tanks, f. o. b. New York. At New York Ceylon type in barrels was quoted at 9½¢@9¾¢; tanks, 8½¢@8¾¢; tanks, coast, 8½¢; Cochín type, barrels, New York, 10¢@10½¢; edible, 10½¢@10¾¢.

SOYA BEAN OIL.—A lack of offerings, with a moderate demand, and strength elsewhere, has made for a very firm tone, the strength in cotton oil creating more interest in this market. Available stocks are reported light. At New York crude in barrels was 11¢@11¼¢; blown, 15½¢@15¾¢; tanks, coast, 9¾¢; tanks, New York, 10c.

PEANUT OIL.—A scarcity of supplies continues to make for a firm undertone and small trade. At New York crude is nominal and refined in barrels, 15¢@15½¢.

CORN OIL.—This market continues to follow the advance in cotton oil and it was strong, with offerings light. Sales at 10½¢ f. o. b. western points, November shipment, are reported, an advance of ½¢. At New York crude in barrels, 10½¢@11c; tanks, Chicago, 10½¢@10¾¢; refined, barrels, New York, 13½¢@13¾¢, and cases, \$13.38.

PALM OIL.—A moderate business was reported, and the undertone was firm with the tallow strength a feature. Offerings for shipment were liberal, and soapers were not showing any special interest in the market. At New York Lagos spot, 7½¢; shipment, 7½¢; Niger spot, 7½¢; shipment offered, 7.05c.

PALM KERNEL OIL.—Demand moderate, foreign market firm and imported, New York, quoted at 9¢@9¼¢.

SESAME OIL.—Offerings limited, owing to small stocks, and spot prices were held

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at New York 12% @ 13c, in barrels, with January shipment offered 11% @ 12c in drums.

COTTONSEED OIL.—Demand fair; P. S. Y. spot, barrels, New York, 13% @ 13½c; southeast crude, 10% @ 10¼c; Valley, 10 @ 10¼c; Texas, 10 @ 10½c.

SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.)
Memphis, Tenn., Nov. 8, 1923.—Crude cottonseed oil very stiff: sales today, 10¼c Valley. Forty-one per cent protein meal, \$49 loose. Hulls, \$16. Crop very short in this territory.

New Orleans.

(Special Wire to The National Provisioner.)
New Orleans, La., Nov. 8, 1923.—Prime crude firm at 10c bid and 10¼c asked; offerings light. Refined oil more active at advancing figures. Cake and meal unchanged; sellers and buyers indifferent. Loose hulls, \$14.50; sacked hulls, \$17.50, New Orleans.

Dallas.

(Special Wire to The National Provisioner.)
Dallas, Tex., Nov. 8, 1923.—Cottonseed oil today 10¼c. Cracked cake and meal, November, \$44; December, \$45; selling freely. Slab cake, \$41 f. o. b. mills. Hulls, November, \$10 per ton; December and January, \$11, at mills. Linters, first cut, 11½c; second cut, 6% @ 7c; mill run, 6 @ 8c. Market steady with warmer weather and no rain this week.

CHEMICAL AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)
New York, November 5, 1923.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, \$3.60 @ 3.70 per 100 lbs.; 98% powdered caustic soda, 4¼ @ 4% c lb.; 58% carbonate of soda, 2 @ 2% c lb.

Clarified palm oil in casks of 2,000 lbs., 7½ @ 7% c lb.; olive oil foots, 8% @ 8% c lb.; East India Cochin coconut oil, 13% @ 14c lb.; Cochin grade coconut oil, domestic, 11 @ 11¼c lb.; Ceylon grade coconut oil, 10% @ 10% c lb.

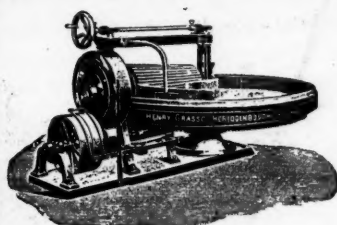
Prime summer yellow cottonseed oil, 13 @ 13% c lb.; soya bean oil, 10% @ 11¼c lb.; linseed oil, 92 @ 97c gal.; crude corn oil in barrels, 12c lb.; peanut oil in barrels, New York, deodorized, 15 @ 15¼c lb.; peanut oil in tanks, f. o. b. mills, 12c lb.; extra tallow, 7% @ 8c lb.; dynamite glycerine, nominal, 16% c lb.; saponified glycerine, nominal, 12% c lb.; crude soap glycerine, nominal, 11c lb.; chemically pure glycerine, nominal, 17c lb.; prime packers' grease, nominal, 6% @ 6% c lb.

TURKEY REVISES OLEO TAXES.

Turkish taxes have been revised to overcome the discrimination which for some months has worked against American oleo oils.

The import duties in Turkey on vegetable oils is 1,500 piasters per hundred kilos. The duty on oleo oils is 900 piasters per hundred. Under these rates the annual imports of vegetable oils into Turkey amounted to about 250 metric tons; the imports of oleo oils (principally of American origin) amounted to about 3,500 metric tons. Then the Turkish government imposed a consumption tax of 80 piasters per kilo on oleo oils; this making a difference of 74 piasters per kilo adverse to oleo oils and effectively cutting off the American imports. Thousands of barrels of American oils became stranded in Turkish custom houses.

The Institute of American Meat Packers made representations to the State Department and negotiations thus instituted now have resulted in the Turkish government imposing a consumption tax of 80 piasters per kilo on vegetable oils (most of which



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COTTON OIL FUTURES

On the New York Produce Exchange

are of French origin). This means that vegetable oils now must pay duties and taxes of 95 piasters per kilo; whereas oleo oils must pay but 89 piasters per kilo.

START RUSSIAN OIL COMPANY.

A Russian corporation, "Eksportchleb," has been organized for the purpose of exporting oil seeds, oil cakes, vegetable oils and other foodstuffs. This corporation commenced its activities on August 15, 1923, and its organizers are "Wneschtorg" (Foreign Trade), "Gosbank" (Government Bank), "Centrosojus," Chleboprodukt (Grain Product), "Selskosojus" and "Wsiekobank" (The Co-operative Bank).

This corporation will undertake the warehousing, transportation and insuring of its products, both within the borders of Russia as well as abroad. It will also handle the same products in a like manner on a commission basis for Russian exporters. It is stated that the company has established branches in Petrograd, in most of the Black Sea ports and in foreign countries in Copenhagen, Hamburg, Riga, Reval and Berlin; Arkos is to represent the company in London.

It is supposed that "Eksportchleb," by erecting a branch in Copenhagen aims especially at negotiations regarding oil cakes in Denmark, and the Danish fodder-stuff importers will have to co-operate with this company unless they prefer to obtain special contracts with the Russian Government to secure the right to make their purchase in Russia in a manner similar to the one the Dutch firms are contemplating. Consul General Marion Letcher, Copenhagen, Denmark, reports the above to the Department of Commerce.

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An Inside Story

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After a few moments of such action, a film or wall of the solids forms a sufficiently impervious barrier to the passage of the liquid as to materially decrease the rate of flow.

As we progress in our train of thought, it becomes apparent that if filtration could constantly be made through a new cloth or other medium that the maximum rate of flow would be obtained.

Filter-Cel in reality not only provides a porous cake, but in effect also creates a constantly renewed surface film which forms the true filter medium.

Filter-Cel is chemically inert in practically all solutions and is inexpensive in any filtering operation. Especially prepared for commercial filtration, Filter-Cel not only gives greater clarity, through its constantly renewed filtering surface, but also increases rate of flow and enables the filter to operate in longer cycles.

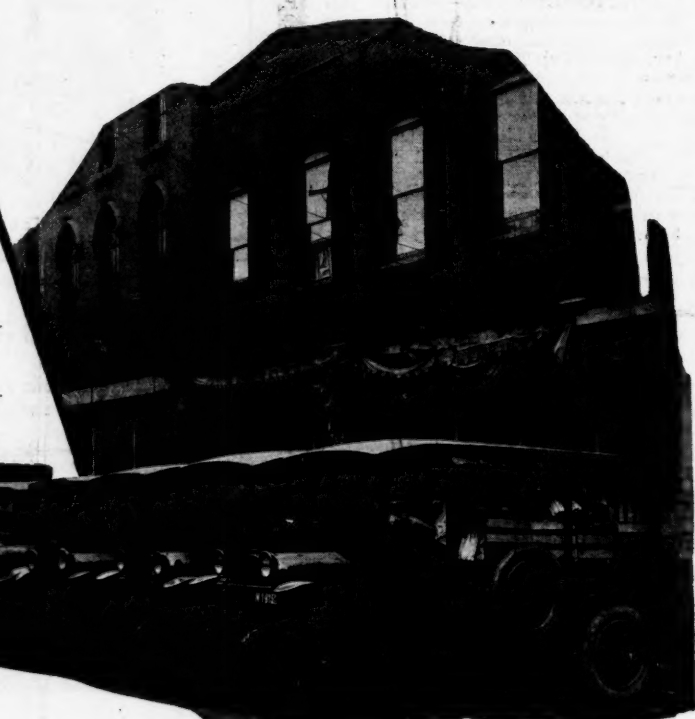
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COTTONSEED OIL EXPORTS.

There were no exports of cottonseed oil from New York from November 1 to November 7, 1923, according to unofficial reports.



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Aug. 13, 1923.
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I deliver fruit and produce in all directions out of Richmond, my longest trip being to Cincinnati and return, a distance of 150 miles, and use nine gal. of gas.

My one ton Garford averages on long hauls from 16 to 18 miles per gal. The tire mileage is exceptionally good on this size truck. I have never had less than 14000 miles and from that to 18000 miles from a pneumatic truck tire.

The upkeep cost of my Garford is about \$5.00 for the time I have had them. I burned out a wheel bearing last winter for lack of oil. You may be assured that I will be pleased to recommend the Garford products to any one wanting a high grade dependable truck.

Yours truly,
Charles E. Zuttermeister

"I Will Operate Nothing but Garfords—Eventually" Says This Indiana Produce Dealer

Just compare your own trucking needs with those set forth in this letter from Mr. Charles E. Zuttermeister, produce man of Richmond, Ind. Check the actual operating and upkeep figures against your own.

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Manufacturers of Motor Trucks 1 to 7½ Tons

GARFORD

DEPENDABLE TRANSPORTATION

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products strong, daily making new highs, especially lard. Demand excellent, both domestic and export. The Continent is a free buyer. Packers' offerings small. Hogs firmer and the foreign product market strong.

Cottonseed Oil.

Cottonseed oil irregular; undertone firm; profit taking checking all bulges. Trade watching possible imports of foreign oils, especially sesame. Crude is tightly held at 10½c for cash oil. Compound trade in the East is limited; in the South it is good. Ginning report bullish, 7,554,000 bales.

Quotations on cottonseed oil at Friday noon were: November, \$11.86@11.90; December, \$11.74@11.78; January, \$11.75@11.77; March, \$11.87@11.88; May, \$11.97@11.99.

Tallow.

Extra tallow, 8c.

Oleo Oil and Stearine.

Oleo stearine is quoted at 11c; sales at 10½c.

FRIDAY'S GENERAL MARKETS.

New York, November 9, 1923.—Spot lard at New York, prime western, \$14.35@14.45; middle western, \$14.20@14.30; city steam, \$14.00; refined, continent, \$15.50; South American, \$15.75; Brazil, kegs, \$16.75; compound, 13½@14c.

Liverpool Provision Markets.

Liverpool, November 9, 1923. — (By Cable.)—Quotations today: Shoulders, square, 69s; shoulders, New York, 66s; shoulders, picnics, 60s; hams, long cut, 110s; hams, American cut, 112s; bacon, Cumberland cut, 79s; bacon, short backs, 76s; bacon, Wiltshire, 80s; bellies, clear, 69s; Australian tallow, 40 to 41s; spot lard, 81s 9d.

Hull Oil Market.

Hull, England, November 9, 1923.—(By Cable.)—Refined cottonseed oil, 40s 9d; crude cottonseed oil, 35s 6d.

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending November 3, 1923, with comparisons, as follows:

	Week ending Nov. 3.	Previous week.	Cor. week, 1922.
Western dressed meats:			
Steers, carcasses	7,692½	9,499½	8,709
Cows, carcasses	926	856½	955
Bulls, carcasses	240	323	243
Veal, carcasses	12,747	10,105	14,155
Hogs and pigs	8,684	6,192	11,000
Lamb, carcasses	19,390	21,744	26,714
Mutton, carcasses	5,830	6,842	7,097
Beef cuts, lbs.	162,001	158,397	143,343
Pork cuts, lbs.	1,312,422	1,042,283	1,107,628
Local slaughter, Federal inspection:			
Cattle	10,548	10,974	11,319
Calves	12,500	12,878	13,245
Hogs	58,500	65,280	59,423
Sheep	48,975	38,925	53,887

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending November 3, 1923, with comparisons:

	Week ending Nov. 3.	Previous week.	Cor. week, 1922.
Western dressed meats:			
Steers, carcasses	3,141	3,829	2,889
Cows, carcasses	1,500	1,535	1,708
Bulls, carcasses	42	32	56
Veal, carcasses	1,044	926	1,236
Lamb, carcasses	12,327	14,313	13,883
Mutton, carcasses	688	1,891	761
Pork, lbs.	172,430	145,054	247,908
Local slaughter:			
Cattle	2,765	2,642	2,979
Calves	2,212	2,201	3,020
Hogs	22,156	20,410	13,223
Sheep	6,760	8,100	7,475

CZECHOSLOVAKIA LACKS MEAT.

The close of the world war found what is now Czechoslovakia short of livestock to so serious a degree that the nation has been forced to import not only stock for foodstuffs but also for farming and other purposes. On December 31, 1920, the government census showed that there were in the Republic 590,687 horses, 4,376,765 cattle, 985,526 sheep, 1,220,752 goats, and 2,052,687 swine. By comparing these figures with the census which was taken just prior to the war, it will be seen that in 1920, Czechoslovakia was 101,354 horses, 218,849 cattle, 336,816 sheep, and 453,095 hogs below the pre-war level.

The loss of horses, due to military reasons, was responsible for the fact that milk cows are used as draft animals. Because of this fact, a great shortage of milk occurred throughout the country. The lack of cattle and the shortage of livestock food necessitated the increased raising of goats in order to provide the fresh milk supply. After the formation of the Republic of Czechoslovakia it was realized that the development of farming demanded the importation of horses, cattle, sheep, and swine, not only for food, but for restocking the whole country.

The large number of cattle imported into Czechoslovakia were not for restocking the country but principally for food. The fact that Czechoslovakia has no cold storage has made it necessary to import beef cattle instead of meat. While Czechoslovakian Government statistics show that many cattle are imported from Germany, it is probable that most of them are transshipments from America. Shipments of horses and cattle to Austria will probably decrease inasmuch as that country is gradually becoming restocked with these animals.

In order to cover the deficiency in Czechoslovakia's food supply system the City of Prague is preparing to build a large cold storage plant. The City of Uzhorod, Russia, the most eastern section of the Republic, is considering the advisability of constructing a large cold storage plant in that district. After this is done a great decrease will occur in importation of cattle and an increase in importation of frozen meats.

NEW ZEALAND LOSES SHEEP.

Heavy snows in the South Island are causing great losses among the sheep herds. At this time it is almost impossible to estimate accurately just what the losses will be, but it is believed that several hundred thousand sheep have been snowed under for several weeks, and losses have been placed at from 30 to 60 per cent.

Cattle and horses are increasing in numbers very slightly, if at all. A large portion of the milch cattle are of poor stock and are very poor producers. By proper breeding the supply of butter and cheese could be increased, both in quantity and quality without adding to the number, reports Vice Consul in Charge John E. Moran, Wellington, New Zealand, to the U. S. Department of Commerce.

RECEIPTS AT CENTERS.

SATURDAY, NOVEMBER 3, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	10,000	2,000
Kansas City	2,500	2,000	1,000
Omaha	600	8,400	1,800
St. Louis	700	8,000	500
St. Joseph	400	5,000	1,500
Sioux City	600	5,000	...
St. Paul	2,200	1,400	7,500
Oklahoma City	800	700	...
Fort Worth	400	900	...
Milwaukee	100	400	...
Denver	1,000	100	13,500
Louisville	100	2,200	200
Wichita	400	100	...
Indianapolis	100	6,000	100
Cincinnati	100	4,500	500
Buffalo	300	4,500	200
Cleveland	100	3,000	1,400
Nashville	400	3,500	...
Toronto	200	1,600	100

MONDAY, NOVEMBER 5, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	28,000	50,000	24,000
Kansas City	26,000	19,000	6,000
Omaha	17,000	8,500	11,000
St. Louis	10,000	17,000	1,000
St. Joseph	3,000	6,000	8,500
Sioux City	7,000	9,500	1,500
St. Paul	16,000	19,000	14,000
Oklahoma City	1,200	1,200	...
Fort Worth	4,500	2,000	1,000
Milwaukee	400	1,200	100
Denver	7,800	1,000	20,000
Louisville	4,000	4,000	600
Wichita	8,000	1,500	200
Indianapolis	800	7,000	100
Pittsburgh	2,000	12,000	5,000
Cincinnati	4,000	7,300	700
Buffalo	4,500	20,000	15,000
Cleveland	1,800	6,000	3,000
Nashville	1,500	3,200	200
Toronto	6,000	1,700	4,100

TUESDAY, NOVEMBER 6, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	42,000	18,000
Kansas City	16,000	19,000	3,000
Omaha	11,500	8,000	6,000
St. Louis	8,500	22,000	4,000
St. Joseph	4,000	6,500	4,000
Sioux City	6,000	6,500	1,000
St. Paul	4,000	18,000	2,000
Oklahoma City	2,000	1,000	...
Fort Worth	3,000	1,500	...
Milwaukee	1,200	6,500	400
Denver	3,800	2,500	7,500
Louisville	400	2,200	300
Wichita	1,400	1,200	...
Indianapolis	800	15,000	200
Pittsburgh	200	4,500	1,200
Cincinnati	500	4,500	500
Buffalo	300	1,800	1,800
Cleveland	300	3,000	500
Nashville	200	2,000	...
Toronto	700	1,600	600

WEDNESDAY, NOVEMBER 7, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	31,000	14,000
Kansas City	10,000	20,000	4,000
Omaha	5,500	8,000	9,000
St. Louis	6,500	20,000	1,500
St. Joseph	4,000	11,000	2,000
Sioux City	2,500	9,000	1,000
St. Paul	3,500	20,000	1,500
Oklahoma City	1,500	1,000	...
Fort Worth	3,500	1,500	500
Milwaukee	800	4,500	200
Denver	6,500	800	5,000
Louisville	400	2,500	300
Wichita	500	1,600	...
Indianapolis	1,000	17,000	200
Pittsburgh	200	8,000	500
Cincinnati	800	4,700	200
Buffalo	300	4,000	800
Cleveland	500	7,000	1,500
Nashville	100	2,000	...
Toronto	800	2,400	2,800

THURSDAY, NOVEMBER 8, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	50,000	15,000
Kansas City	6,000	18,000	2,000
Omaha	2,300	7,000	5,500
St. Louis	3,000	16,000	2,000
St. Joseph	1,800	5,500	1,500
Sioux City	800	7,000	900
St. Paul	4,800	15,500	4,500
Oklahoma City	1,500	1,300	...
Fort Worth	4,500	2,000	700
Milwaukee	800	5,500	400
Denver	3,800	2,500	6,000
Wichita	400	1,400	...
Indianapolis	500	13,000	400
Pittsburgh	100	4,500	300
Cincinnati	1,100	5,700	900
Buffalo	200	4,500	800

FRIDAY, NOVEMBER 9, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	31,000	7,000
Kansas City	2,000	9,000	1,000
Omaha	2,000	5,000	2,000
St. Louis	2,000	14,000	500
St. Joseph	900	6,000	5,000
Sioux City	700	6,000	300
St. Paul	1,000	10,200	600
Oklahoma City	1,800	1,500	...
Fort Worth	2,600	2,300	2,300
Milwaukee	400	5,500	200
Denver	2,500	300	8,000
Indianapolis	600	13,000	400
Pittsburgh	100	4,500	300
Cincinnati	700	7,000	800
Buffalo	300	8,000	6,000

What is the formula for "pumping" pickle and how should it be used on each class of meat? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

U. S. Yards, Chicago, Ill., Nov. 8, 1923.

CATTLE—Net price changes in killing classes of cattle during the week were small. Fed yearlings, handy weights and a sparse supply of desirable beef heifers ruled active and in spots showed some advance. Heavy steers, especially short fed kinds carrying considerable weight, dragged as did lower grades of fat cows, the latter declining largely 25c, thereby reaching the lowest spot in years. The same was true of plain light weight western and native beef heifers.

Highly finished fed yearlings topped at \$12.40. Best long fed 1,477-lb. steers topped for their class at \$12.00, but few heavies exceeded \$11.00 and many short fed weighty steers cashed at \$7.25@9.50, some 1,450 to 1,550-lb. kinds going within this price spread. Cannors and cutters closed weak to 15c lower, bulls finished weak and veal calves, in the absence of broad shipping demand, lost \$1.00, \$9.00 taking most of the veal offerings today.

HOGS—In general, swine values were revised downward, the losses mostly figuring 10@25c with the higher priced kinds reduced the sharpest. This resulted in a somewhat narrower spread and the great bulk of offerings, excluding pigs, moved within a range of 50@75c, while \$1.00 covered the practical extremes. Following the break late last week values the last four days remained fairly stable in the face of generous receipts here and at other markets. At Chicago this resulted from a local demand, as shippers were light buyers. Best weighty butchers today sold at \$7.45.

SHEEP—Fat lambs declined 40@50c, the effect of reduced receipts being more than counterbalanced by a weak and unevenly lower set of dressed trade markets. From a high point of \$13.35 at the close last calendar week, top fell to \$12.90 at the low time but was later pushed up to \$13.00. Yearlings in sympathy with fat lambs lost 25c. Fat sheep, however, were unusually scarce and closed strong to 25c higher, arrivals at times being barely sufficient to make a market. The activity of finishers for feeding material continued and as a result of strong to 15c higher prices on kinds suitable to go to the country, best feeders at the close sold in the same groove with best fat kinds. Western range lambs were comparatively scarce and mostly in feeder flesh. Natives were offered sparingly while fed lambs predominated, many of them being sent back after a short turn.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Nov. 8, 1923.

CATTLE—A prevailing dullness has featured the week's trade on practically all weights of killing steers excepting handy weights and yearlings. Plain heavy steers have been discriminated against and are considerably lower than a week previous, while short feds and grass fat offerings sold unevenly steady to 25c lower.

Best yearlings topped the market at \$11.75, while 1,200-lb. beefs made \$11.50. Bulk of the short-fed kinds went from \$7.50@9.50 while straight grassers cleared from \$5.00@6.75. Fat she stock held about steady, while cannors and cutters show some reaction over last week's close.

Bulls and calves closed firm with demand somewhat improved.

HOGS—With increased receipts of hogs prices are 10@15c lower than a week ago. Quality shows considerable improvement and the price range has narrowed. Desirable butchers have shown but slight price fluctuations during the past three weeks and when the \$7.00 mark is ap-

proached, demand apparently increases and price levels advance. Shipping demand for best butchers has improved with prices at \$7.05@7.10 today when packing sows went from \$6.25@6.50.

SHEEP—With receipts of sheep and lambs about half as large as the week previous and quality very plain, the market held about steady considering the quality of the classes represented. Early in the week Colorado lambs sold at \$13.10 but on later days this class was negligible and short supplies forced buyers to nearby feed lots where they purchased fed clipped lambs at \$12.00@12.35. Aged sheep met a good demand at strong prices and best fat ewes cleared from \$6.00@6.25 with wethers at \$8.00@8.10.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., Nov. 8, 1923.

CATTLE—The general price tendency for killing cattle has been downward although there has been an exception. Interest of both packers and shippers for the week under review has centered on good and choice fed yearlings and handy weight steers and these have been maintained on a steady to strong basis with outlet apparently broad. With the above exception the drift to all fed steers and killing she stock has been unmistakably lower, the decline on most grades being figured as fully 25c for the week.

Top for the week, paid for both medium weight fed steers and yearlings, reached \$11.75, with best heavy bullocks stopping at \$11.50. Few strong weight beefs earned more than \$10.00. The supply of grass steers has been limited to medium and common grades.

Grass cows and heifers cleared mostly at a spread of \$3.40@5.00, with cannors and cutters from \$2.25@3.00. Bulls show much the same decline noted on she stock. Bolognas are now selling from \$3.00@3.50. Veals developed unevenness and light

veals are 25@50c lower, other weights steady; practical top on lights \$9.50.

HOGS—Although receipts have been moderate this week, buyers have made firm stands for lower costs which resulted in slow, dull markets with the trend of values downward although not sharply so. As compared with week ago, today's prices are unevenly 15@35c lower with packing grades showing the most loss. Bulk of sales today was at \$6.40@6.85; top, \$6.90.

SHEEP—Fat lambs were subjected to pressure, loss for the week being quoted at 50@75c. Top today on both fat western and fed offerings was \$12.25, while fed clipped sold up to \$11.90. Yearlings and sheep were scarce and held steady to strong. Best light yearlings reached \$10.40, with wethers up to \$7.50. The ewe top was \$5.90.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., November 6, 1923.

CATTLE—Cattle receipts for two days numbered around 7,500 compared with 12,209 same days last week. Beef steers were fairly plentiful and about equally divided between natives and westerns. Quality was not extra good, as bulk of westerns were clean-ups and natives were of the short-fed variety. Monday's trade was steady to strong, while Tuesday's trade was steady to 15c lower.

Best natives sold up to \$10.00, with bulk of offerings \$8.00@9.00. Western sold from \$8.00 down. Yearlings were scarce and values are strong to a shade higher. Sales ranged mostly \$8.00@9.00, with best at \$10.00. Cows and heifers held steady, while cannors and cutters showed a slight gain. A few choice cows sold up to \$6.75, but most sales were under \$5.00. Western ranged \$3.50@4.35, and cannors and cutters mostly \$2.25@3.25. Grass heifers sold \$4.50@6.00, with fed kinds up to \$8.50. Bulls held steady, with most sales \$2.50@3.75. Calves are 50c lower for the two days, with best veals going at \$9.00.

There was a liberal showing of stocker

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, November 8, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
TOP	7.45	7.10	6.80	7.40	8.35
BULK OF SALES	6.80@7.30	6.65@7.10	6.45@6.85	6.90@7.25	6.15@6.75
Hvy. wt. (250-350 lbs.), med.-ch.	7.00@7.45	6.80@7.10	6.60@6.90	7.00@7.40	6.50@6.85
Med. wt. (200-250 lbs.), med.-ch.	7.05@7.45	6.70@7.10	6.60@6.90	7.10@7.40	6.50@6.85
Lt. wt. (180-200 lbs.), com.-ch.	6.90@7.35	6.40@7.05	6.50@6.85	6.25@7.25	6.50@6.75
Lt. wt. (130-160 lbs.), com.-ch.	6.00@7.00	5.50@6.65	5.30@6.40	5.75@7.10	5.35@6.75
Packing hogs, smooth	6.50@6.70	6.20@6.50	6.40@6.60	6.15@6.25	6.15@6.35
Packing hogs, rough	6.30@6.50	5.90@6.30	5.50@6.40	6.00@6.15	6.00@6.15
Slight. pigs (130 lbs. down), med.-ch.	5.25@6.25	4.90@5.20	4.70@5.00	5.50@6.25	4.75@5.35
Av. cost and wt. Wed. (pigs excluded)	7.07-241 lbs.	6.75-205 lbs.	6.64-277 lbs.	6.87-206 lbs.@....
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	11.10@12.50	10.35@12.15	10.40@11.90	11.00@12.25	10.50@11.50
Good	9.85@11.35	8.85@10.35	9.00@10.40	9.75@11.00	9.00@10.50
Medium	7.75@10.15	7.00@8.85	7.25@9.00	7.00@9.75	5.50@9.00
Common	5.50@7.85	5.85@7.00	6.00@7.25	6.00@7.00	5.00@6.50
STEERS (1,100 LBS. DOWN):					
Choice and prime	11.35@12.50	10.25@12.25	10.75@12.25	11.25@12.25	10.50@11.50
Good	10.15@11.35	8.85@10.25	9.25@10.75	10.00@11.25	9.00@10.50
Medium	8.00@10.15	8.85@9.85	7.25@9.25	7.00@10.00	6.25@9.00
Common	5.25@8.00	5.00@6.85	3.00@7.25	5.00@7.00	4.00@6.25
Canner and cutter	3.25@5.25	3.00@5.00	3.00@5.00	2.75@4.75	2.00@4.00
LT. YRLO, STEERS AND HEIFERS:					
Good to prime (800 lbs. down)	9.65@11.75	8.75@11.25	8.75@11.25	10.25@11.50	8.00@11.00
HEIFERS:					
Good-choice (850 lbs. up)	7.75@10.75	6.25@8.00	6.75@9.75	8.00@9.50	6.00@10.00
Common-med. (all weights)	3.75@7.75	3.50@6.25	3.75@6.75	3.00@4.50	3.25@5.00
COWS:					
Good and choice	5.90@8.25	4.50@7.25	4.25@7.25	4.75@6.75	4.25@7.50
Common and medium	3.10@5.90	3.15@4.50	3.25@4.25	3.50@4.75	2.75@4.25
Canner and cutter	2.35@3.10	1.90@3.15	2.00@3.25	1.75@3.25	1.75@2.75
BULLS:					
Good-ch. (beef yrlos, excluded)	4.65@6.75	4.00@5.85	3.75@6.50	4.75@6.75	3.75@4.50
Can.-med. (canner and bologna)	2.80@4.50	2.25@4.00	2.30@3.75	2.00@4.30	2.25@3.75
CALVES:					
Med.-ch. (190 lbs. down)	7.00@9.75	6.25@9.25	7.00@10.00	6.90@9.00	6.00@8.25
Cull.-com. (190 lbs. down)	4.50@7.00	2.75@6.00	3.50@7.00	2.50@6.00	4.00@6.00
Med.-ch. (190-280 lbs.)	6.00@9.50	5.00@8.50	5.50@8.50	5.00@7.50	5.00@8.00
Med.-ch. (280 lbs. up)	4.50@6.75	4.50@6.75	4.50@8.00	4.50@6.50	4.00@7.00
Cull.-com. (190 lbs. up)	2.50@5.75	2.00@4.50	2.00@5.25	2.00@4.00	2.00@5.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down)	10.75@13.00	11.00@12.75	11.25@12.40	10.50@12.25	10.25@12.25
Lambs, cull.-com. (all weights)	8.75@10.75	7.75@11.00	8.25@11.25	7.50@10.50	8.00@10.25
Yearling wethers, med.-pr.	8.25@11.00	7.50@11.00	8.00@10.40	7.50@10.25	7.50@10.00
Wethers, med.-pr. (2 yrs. old and over)	5.00@9.00	5.50@8.25	5.75@8.00	4.50@8.50	5.00@8.25
Ewes, common to choice	4.00@6.75	3.50@6.25	3.75@6.15	3.50@6.50	5.00@6.75
Ewes, canner and cull.	1.00@4.00	1.00@3.50	1.00@3.75	1.00@3.50	1.50@3.00

and feeder cattle compared to total receipts, with bulk of offerings on the light weight order. Demand showed improvement over last week and values are quoted strong to 25c higher. Texas and New Mexico supplied bulk of cattle and quality was of good average. Sales ranged largely \$5.50@6.50, with best Texas yearlings at \$7.00. Stock calves sold up to \$6.60. Heavy feeders were scarce, sales ranging \$6.00@6.50. Stock heifers sold \$4.00@4.50, and cows largely around \$3.00.

HOGS.—Hog receipts for two days were around 12,200 against 11,562 same days a week ago. There was not much activity to the trade and prices show little change. Tuesday's best price was \$7.05, and bulk of sales \$6.50@7.00. The top last Saturday was \$7.10 and bulk \$6.60@7.05. Packing sows held steady with most sales \$6.25@6.50. Stags sold \$5.00@5.75.

SHEEP.—Sheep receipts were liberal for two days, totaling around 14,300. Bulk came from western points, and included a liberal showing of feeding lambs. Values for fat lambs declined 25@40c, with best at \$12.60 Tuesday. Feeders held steady at \$11.75@12.25. Aged sheep were scarce and values show little change. Ewes sold up to \$6.00, breeders \$6.25, yearlings \$10.00, and wethers \$7.00.

LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., November 7, 1923.

CATTLE.—Cattle supply the first half of the week totaled around 4,000. The quality of the offerings are plain, not many of the best selections here. The best light butcher heifers and steers sold steady, but medium and plainer classes were extremely slow sale at 25c lower prices. Common light trashy stockers were plentiful and a drug on the market, more a question of buyer than prices. The best heavy steers sold steady, one load at \$7.75 and two loads at \$7.50, topped Monday's market. Medium and plainer steers were dull and draggy. Cow trade continues dull and medium cows selling at low prices with few takers, canners and cutters active. Bull values also held steady. A good clearance was affected of the best cattle, but odds and ends of common classes are still in first hands.

Cattle quotations follow: Prime heavy steers, \$8.00@8.50; heavy shipping steers, \$6.50@8.00; medium to good, \$4.50@6.00; fat heifers, \$4.00@8.00; fat cows, \$3.00@5.50; common to good cows, \$2.50@3.00; cutters, \$2.25@2.50; canners, \$1.50@2.25; bulls, \$3.00@4.50.

HOGS.—Hog values opened the week with a decline of 15c on the top grades, but recovered the loss the following day, holding the same level on the mid-week trade. The light end showed a slight loss today with the supply the first half of the week around 6,500, 1,000 under the same days the previous week. Top hogs, 200 lbs. up, \$7.40; 165 lbs. to 200 lbs., \$7.00; 120 lbs. to 165 lbs., \$6.30; 90 lbs. to 120 lbs., \$5.50; 90 lbs. down, \$5.00; throwouts, \$5.75 down. Outlook for a fairly active market the balance of the week.

Calf supply light the first three days of the week with a decline of 50c so far. Best veals, \$8.50.

SHEEP.—Sheep and lamb values remained unchanged with the best lambs bringing \$11.00, seconds \$6.00@7.00. Good local outlet for the best kinds. Best fat sheep, \$4.00@6.00.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending November 1, 1923, with comparisons:

	Week ended Nov. 1, 1923.	Same week, 1922.	Week ended Oct. 25, 1923.
Toronto	\$6.50	\$7.00	\$6.65
Montreal (W.)	5.75	5.50	6.00
Montreal (E.)	5.75	5.50	6.00
Winnipeg	5.25	6.00	5.50
Calgary	4.85	4.40	4.85
Edmonton	4.25	4.25	4.25

CALVES.

Toronto	\$12.50	\$12.00	\$11.50
Montreal (W.)	10.25	10.50	11.00
Montreal (E.)	10.25	10.50	11.00
Winnipeg	6.00	5.50	6.00
Calgary	4.50	4.00	4.50
Edmonton	4.50	4.00	4.50

HOGS.

Toronto	\$10.00	\$11.05	\$9.62
Montreal (W.)	9.90	11.75	9.50
Montreal (E.)	9.90	11.75	9.50
Winnipeg	9.07	10.34	9.07
Calgary	9.35	8.25	9.24
Edmonton	9.65	9.90	9.65

LAMBS.

Toronto	\$12.00	\$13.00	\$11.75
Montreal (W.)	11.25	12.50	10.25
Montreal (E.)	11.25	12.50	10.25
Winnipeg	11.00	11.00	11.00
Calgary	11.00	10.25	11.00
Edmonton	12.00	10.00	11.00

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Nov. 3, 1923, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,167	21,500	12,344
Swift & Co.	8,508	27,700	23,216
Morris & Co.	7,066	24,100	10,959
Wilson & Co.	6,017	18,600	8,578
Anglo-Amer. Prov. Co.	1,177	11,000	.....
G. H. Hammond Co.	4,293	14,000	.....
Libby, McNeill & Libby.	2,619	.....	.....
Brennan Packing Co.	7,500 hogs; Miller & Hart, 6,800 hogs; Independent Packing Co., 9,100 hogs; Boyd, Lunham & Co., 11,800 hogs; Western Packing & Provision Co., 10,900 hogs; Roberts & Onke, 6,900 hogs; others, 23,700 hogs.	.....	.....

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,336	1,704	10,126	3,079
Cudahy Pkg. Co.	5,792	2,206	10,274	3,855
Fowler Pkg. Co.	824	94	.....	.....
Morris & Co.	5,015	2,584	9,672	2,516
Swift & Co.	5,978	3,780	12,762	2,544
Wilson & Co.	5,630	656	9,726	3,275
Local butchers	1,012	200	1,493	25
Total	29,607	11,224	60,053	15,294

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,036	9,393	3,664
Cudahy Pkg. Co.	4,772	11,814	6,733
Dold Pkg. Co.	850	6,671	.....
Morris & Co.	3,113	4,906	4,313
Swift & Co.	4,761	9,438	4,541
M. Glassberg	17	.....	.....
Higgins Pkg. Co.	.....	.....	.....
Hoffman Bros.	65	.....	.....
Mayerlich & Vail	56	.....	.....
Mid West Pkg. Co.	42	.....	.....
P. O'Dea	.....	.....	.....
Omaha Pkg. Co.	58	.....	.....
John Roth & Sons	95	.....	.....
So. Omaha Pkg. Co.	62	.....	.....
Lincoln Pkg. Co.	518	.....	.....
Nagle Pkg. Co.	.....	.....	.....
Sinclair Pkg. Co.	140	.....	.....
Wilson Pkg. Co.	37	.....	.....
J. W. Murphy	1,210	.....	.....
Swartz & Co.	3,040	.....	.....
Others	5,417	.....	.....
Total	18,522	51,887	19,251

ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	7,018	2,983	.....
Swift & Co.	5,931	17,161	3,593
Morris & Co.	2,535	7,941	1,002
St. Louis Dress. Beef Co.	2,100	.....	.....
Independent Pkg. Co.	1,082	5,413	.....
East Side Pkg. Co.	858	3,441	314
Hell Pkg. Co.	35	3,138	.....
American Pkg. Co.	215	893	50
Krey Pkg. Co.	136	2,917	.....
Others	19,958	46,173	4,102
Total	38,910	93,995	12,044

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,854	623	17,296	7,235
Hammond Pkg. Co.	2,068	526	9,007	3,804
Morris & Co.	1,878	737	8,228	538
Others	6,181	1,340	6,819	814
Total	14,011	3,246	41,350	11,891

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,441	287	19	4,154
Armour & Co.	2,065	231	19,403	2,503
Swift & Co.	1,104	17	636	.....
Sacks Bros. Pkg. Co.	55	58	.....	.....
Smith Bros. Pkg. Co.	75	20	.....	.....
Local butchers	100	44	.....	.....
Eastern packers	185	.....	15,460	.....
Total	6,025	657	54,618	6,657

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,775	3,834	22,817	6,071
Hertz & Rifkin	213	40	.....	.....
Katz Packing Co.	546	103	152	.....
Swift & Co.	6,741	6,345	35,750	15,056
Others	719	291	12,674	.....
Total	11,994	10,620	70,851	21,127

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,782	1,194	2,620	2
Wilson & Co.	3,485	1,385	2,700	.....
Others	111	13	336	.....
Total	6,328	2,592	5,676	2

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	3,581	4,307	22,137	5,864
Kingman	1,333	451	32,603	679
Moore & Co.	.....	.....	4,604	.....
Ind. Abat. Co.	1,237	72	576	308
Armour & Co.	288	30	4,765	22
Hilgemeler Bros.	.....	5	.....	.....
Brown Bros.	179	.....	.....	.....
Schussler Pkg. Co.	35	.....	724	14
Bell Pkg. Co.	118	.....	655	.....
Meier Pkg. Co.	46	.....	412	.....
Ind. Provision Co.	18,222	.....	17,262	501
Riverview Pkg. Co.	9	.....	320	8
Wabritz	15	71	.....	40
Miscellaneous	729	275	578	119
Total	7,572	5,211	68,923	7,114

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,571	855	5,998	185
Dold Pkg. Co.	188	12	6,233	.....
Local butchers	192	.....	.....	.....
Total	1,951	867	12,231	185

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending Nov. 3, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
	Week ending Nov. 3, 1923.	Previous week, 1922.	Cor. week, 1922.	
Chicago	36,847	38,556	41,808	
Kansas City	29,607	32,026	31,434	
Omaha	18,522	17,262	52,932	
East St. Louis	38,010	38,864	44,426	
St. Joseph	14,011	16,341	12,710	
Sioux City	6,025	6,264	4,920	
St. Paul	.....	12,052	11,748	
Oklahoma City	6,328	1,830	3,758	
Indianapolis	7,572	9,253	9,329	
Wichita	1,951	1,913	2,006	
	Hogs.	Calves.	Sheep.	
Chicago	198,600	160,700	142,300	
Kansas City	60,053	78,544	44,938	
Omaha	51,887	37,842	25,900	
East St. Louis	93,995	104,909	40,744	
St. Joseph	41,350	41,580	29,205	
Sioux City	54,618	41,007	15,789	
St. Paul	.....	17,458	47,577	
Oklahoma City	5,676	5,406	5,292	
Indianapolis	68,923	16,613	54,602	
Wichita	12,231	12,548	5,381	
	Sheep.	Calves.	Hogs.	
Chicago	55,067	44,216	43,277	
Kansas City	19,961	29,196	65,493	
Omaha	19,961	29,196	65,493	
East St. Louis	12,044	13,465	10,751	
St. Joseph	11,891	15,523	12,097	
Sioux City	6,057	2,299	4,052	
St. Paul	.....	10,417	14,097	
Oklahoma City	1,830	1,830	1,830	
Indianapolis	7,114	2,434	4,419	
Wichita	185	223	56	

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, Nov. 3, 1923:

CATTLE.			
	Week ending Nov. 3,	Previous week,	Cor. week, 1922.
Chicago	36,847	46,397	41,783
Kansas City	41,405	44,002	41,904
Omaha	19,961	19,099	21,493
East St. Louis	21,939	19,836	.....
St. Joseph	9,785	11,154	10,140
Sioux City	5,972	6,222	4,636
Cudahy	875	1,005	607
Fort Worth	9,122	12,633	.....
Philadelphia	2,217	2,659	2,522
Indianapolis	2,640	2,712	2,487
Boston	2,765	2,642	2,979
New York and Jersey City	11,353	10,974	11,325
Oklahoma City	8,920	2,427	4,893
Milwaukee	.....	.....	2,163
HOGS.			
Chicago	198,600	160,378	142,300
Kansas City	60,006	78,544	44,938
Omaha	44,211	29,245	22,223
East St. Louis	61,780	51,009	.....
St. Joseph	34,690	41,116	23,939
Sioux City	35,237	26,267	11,627
Cudahy	19,572	16,317	20,266
Cedar Rapids	.....	10,900	.....
Ottumwa	18,042	14,387	12,415
South St. Paul	.....	29,500	.....
Fort Worth	7,750	7,606	.....
Philadelphia	23,726	27,746	23,921
Indianapolis	32,695	24,546	21,650
Boston	22,156	20,410	13,223
New York and Jersey City	58,509	65,260	59,115
Oklahoma City	5,676	5,406	5,293
Milwaukee	.....	18,100	18,033
Cincinnati	.....	10,500	.....
SHEEP.			
Chicago	55,007	48,578	43,277
Kansas City	15,586	19,787	16,984
Omaha	20,443	26,994	21,599
East St. Louis	9,601	6,569	.....
St. Joseph	11,077	12,797	9,617
Sioux City	5,731	2,155	4,051
Cudahy	9	300	200
Fort Worth	966	1,964	.....
Philadelphia	23,726	5,486	8,486
Indianapolis	1,161	840	949
Boston	6,780	8,109	7,475
New York and Jersey City	48,973	58,192	44,938
Oklahoma City	2,268	2,268	1,973
Milwaukee	.....	.....	.....

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—No business was reported in big packer hides at mid-week. Further small packer business was reported lately in September-October kill at 10½¢ for natives and 8¢ for branded. There are a few lots of over 45 and 50 lbs. hides unsold here in small packer varieties. Canadian small packer hides are well cleaned out. Fully 12,000 August-September-October Canadian light cows sold 10c; October branded cows made 8c and branded steers 10c. A few Canadian native steers and heavy cows are unsold and Canadian tanners were principal buyers. Local big packer native steers are held at 14½¢; Texas and butts, 12c lately paid; Colorados 11c recently realized; branded cows 8½¢; heavy cows, 13c; lights at 10½¢ last paid; native bulls 10c asked; branded bulls at 8@8½¢ nominal.

COUNTRY HIDES.—Bids of 7c are reported again late in the week for current quality butts, containing a sprinkling of grubs and spring haired hides. Bids of 9c are also recorded for grub free extremes. Local sellers declined the business and some outside dealers refused to accept. Choice quality extremes were offered at 9½¢ delivered from outside markets. Bids of 7c are reported for outside all weight hides. Tanners appear to be manifesting more interest in the situation at these levels. They are not securing much stock, however, as the tendency amongst dealers is to hold present good quality material and accumulate as much similar stock as possible at low levels. There is no bullishness in the situation, but simply that operators feel that practically all the bearish factors have been discounted. Heavy steers are quoted quiet at 8@10c as to dates and sellers. Heavy cows and butts, 7@7½¢; outside paid as noted recently; extremes 9@9½¢; outside asked; local merchandise held higher as a rule. Branded country hides 7c flat; country packer brands 8c paid; bulls, 7c nominal; country packers at 8@9c; glues sold at 5c at the week end and buyers consider that price a trifle high.

CALFSKINS.—Steadiness is the ruling

characteristic in skins, especially calfskins. Further business went over in local first salted city stock at 17c, the market being well cleared out now. One holder has done nothing for some time and is thought to have a couple of cars in sight, otherwise the market is sold out. Packer skins were cleaned out for October at 18c on Thursday, about 18,000 of all points of slaughter being moved. Outside city skins continued in good demand at 16@17c for varieties, sellers and sections. Resalted city skins were steady at 14½@15c. Country lots were quoted 12@14c. Some Southern calfskins of light average sold at 11c for suede production. Light calf and deacons are held at \$1.50 locally for cities. Some northern southern skins offered at \$1.40, mixed descriptions range at \$1.10@1.20. The scarcity of raw stock is very noticeable, and suede tanners are seeking substituting material. Slunks for November are not priced by packers as yet; last sales \$1.45. Kipskins are considered steady. City stock last sold at 15c and packer skins recently realized that figure. Further lots are unsold and while sellers ask 15½¢ for the natives are declared to be willing to listen to bids of 15c. Outside city skins are quoted at 13@14c and countries down to 11c.

MISCELLANEOUS MARKETS.—Dry hides are quiet at 17@18c nominal. Horse hides are considered easier. Sales of good quality average stock reported at \$4.00. Best renderers are available at \$4.50. Ordinary stock quoted \$3.50@3.75. Good demand for butts at \$1.50; French and Belgian wide butts \$1.60 paid. Packer pelts shearlings are scarce and command \$1.20 @1.25; lambskins sold at \$2.00@2.10 and are steady at \$1.50@1.75 for descriptions; are now held for \$2.25; dry pelts, 25@28c; pickled skins, \$7.00@8.00; hogs, 12@25c.

New York.

PACKER HIDES.—City slaughterers report little new interest in the market. Most material has been sold out with the exception of spreads and bulls. Some quiet business went over in branded steers at 11½¢ and 10½¢ for butts and Colorados, but the bulk of such movement was at half a cent less. Spreads are available at 17@

17½¢; natives 13½¢ paid; butts 11c; Colorados 10c; cows 10c paid; bulls 9c nominal.

SMALL PACKER HIDES.—Eastern small packer hides have been moderately active of late. All weight cows have been selling at 10@10½¢ for seasonable material and some recent business was effected in forward take-off at 9@9½¢. As noted previously 2,500 Philadelphia packer natives realized 13c; 4,000 cows made 10c and couple cars light average bulls 10c. Some brands, butts and sides sold at 9½¢ earlier in the week.

COUNTRY HIDES.—Boston buyers remain unchanged in their ideas of 8½@9c for top quality seasonable extremes, while shippers from best sections continue to talk 10@10½¢, due to being well booked up. Southern light hides are quoted 8½@9½¢ flat with the outside usually talked for middle section material. Canadian light hides quoted at 9@9½¢ lately paid flat basis. There is little call for the over 45 lbs. material. Such stock quoted 8@8½¢ asked for Ohio and similar goods with buyers talking 7½¢. Canadians 7@7½¢ flat basis recently paid but less money now talked.

CALFSKINS.—Trimmed New York skins are quiet. Buyers are insisting upon reductions and sellers claim to be booked up and unwilling to talk reductions. Three weights last sold at \$1.80@2.00@2.80 with some lights alone bringing \$1.55. Buyers talk about a dime reduction all along the line. Outside cities \$1.25@1.50 basis on lights; sales both levels; countries \$1.00 basis. Untrimmed material quoted at 16@17c asked; kipskins \$3.20@4.20 and butter-milks \$2.70.

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, Nov. 10, 1923.—Quotations on hides at Chicago for the week ending Nov. 10, 1923, with comparisons, are as follows:

PACKER HIDES.				
	Week ending Nov. 10, '23.	Week ending Nov. 3, '23.	Corresponding week, 1922.	
Spread native steers.....17	@17½c	17	@17½c	@26c
Heavy native steers.....14	@14½c	14	@14½c	@23c
Heavy Texas steers.....	@12c		@12c	@21c
Heavy butts.....	@12c		@12c	@21c
Heavy Colorado steers.....	@11c		@11c	@20c
Ex-Light Texas steers.....	@8½c		@8½c	@16½c
Ex-Light cows.....	@8½c		@8½c	@16½c
Light native cows.....12½@13c		12½@13c		@21c
Native butts.....10 @10½c		10 @10½c		@18½c
Native bulls.....9½ @10c		9½ @10c		@17c
Branded bulls.....@8c		@8c		@14½c
Calfskins.....@18c		@17½c		@22½c
Kip.....@15c		@15½c		@22c
Slunks, regular.....\$1.40@1.45		\$1.15@1.25		\$1.05@1.10
Slunks, hairless.....35 @70c		35 @70c		@85c
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.

	Week ending Nov. 10, '23.	Week ending Nov. 3, '23.	Corresponding week, 1922.	
Natives, all weights.....9½@10½c		9½@10½c		@18½c
Bulls, native.....8 @9c		8 @9c		@15½c
Branded hides.....@8c		@8c		@15c
Calfskins.....@17c		@17c		@21c
Kip.....@14½c		@14½c		@20c
Light calf.....\$1.40@1.50		\$1.25@1.35		\$1.50@1.60
Slunks, regular.....\$1.15@1.25		\$1.15@1.25		\$0.90@1.00
Slunks, hairless.....30 @60c		35 @70c		@70c

COUNTRY HIDES.

	Week ending Nov. 10, '23.	Week ending Nov. 3, '23.	Corresponding week, 1922.	
Heavy steers.....8 @9c		8 @9c		@15½c
Heavy cows.....7 @7½c		7 @7½c		@14½c
Butts.....7 @7½c		7 @7½c		@14½c
Extremes.....9 @9½c		9 @9½c		@16½c
Bulls.....6½@7c		6½@7c		@12c
Branded.....6½@7c		6½@7c		@12c
Calfskins.....14 @15c		14 @15c		@19c
Kip.....12 @13c		12 @13c		@17c
Light calf.....\$1.20@1.25		\$1.20@1.25		\$1.20@1.30
Deacons.....\$1.00@1.10		\$1.00@1.10		\$1.00@1.10
Slunks, regular.....\$0.75@1.00		\$0.75@1.00		\$0.50@0.60
Slunks, hairless.....25 @30c		25 @30c		@30c
Horsehides.....\$5.00@4.00		\$5.00@4.00		\$4.50@5.00
Hogskins.....25 @30c		25 @30c		@20c

SHEEPSKINS.

	Week ending Nov. 10, '23.	Week ending Nov. 3, '23.	Corresponding week, 1922.	
Large packers.....\$2.10@2.30		\$2.10@2.30		\$2.50@2.75
Small packers.....\$1.75@2.00		\$1.75@2.00		\$2.35@2.50
Packers, shear-lings.....\$1.15@1.25		\$1.15@1.25		\$0.95@1.10
Packers' spring-lams.....\$1.50@1.85		\$1.50@1.85		\$2.00@2.15
Country pelts.....\$1.50@2.00		\$1.50@2.00		\$1.25@1.75
Dry pelts.....20 @28c		26 @28c		@29c

Stocks and Distribution of Hides and Skins

Stocks of hides and skins, and stocks and production of leather for the month of September, based on reports received from 4,707 manufacturers and dealers are reported by the U. S. Department of Commerce in the following table:

The total number of cattle hides held in stock on September 30, 1923, by packers and butchers, tanners, dealers and importers (or in transit to them) amounted to 5,486,802, as compared with 5,634,864 on August 31, 1923, and with 5,515,420 on September 30, 1922. The stocks of calf and kip skins amounted to 3,429,172 on September 30, 1923, as compared with 3,972,086 on August 31, 1923, and 4,664,017 on September 30 of last year. Goat and kid skins numbered 10,999,361 on September 30, 1923; 11,796,882 on August 31, 1923; and 8,640,858 on September 30, 1922. The stocks of sheep and lamb skins on September 30, 1923, amounted to 9,202,831; on August 31, 1923, to 9,076,515, and on September 30 of last year, to 10,055,609.

COMPARATIVE SUMMARY—STOCKS OF PRINCIPAL KINDS OF RAW HIDES AND SKINS.

Kind.	—Stocks on hand and in transit—		Stocks disposed of during	
	September, 1923.	August, 1923.	September, 1923.	September, 1922.
Cattle—Total, hides.....	5,486,802	5,634,864	5,515,420	1,426,830
Domestic—packer, hides.....	3,180,479	3,058,522	2,866,940	971,546
Domestic—other than packer, hides.....	1,171,444	1,195,280	1,356,714	333,968
Foreign (not including foreign-tanned), hides.....	1,134,879	1,381,052	1,291,766	121,316
Buffalo, hides.....	117,477	127,695	156,266	14,348
Cattle and kip, foreign-tanned, hides and skins.....	23,340	30,505	46,354	2,002
Calf and kip, skins.....	3,429,172	3,972,086	4,664,017	1,120,397
Horse, Colt, Ass, and Mule:				
Hides, hides.....	99,715	100,727	100,407	26,202
Fronts, whole fronts.....	97,284	109,118	93,940	1,200
Butts, whole butts.....	185,698	274,386	310,437	22,178
Shanks, shanks.....	23,062	43,331	59,770	20,000
Goat and kid, skins.....	10,999,361	11,796,882	8,640,858	1,512,031
Cabretta, skins.....	914,186	980,526	810,088	40,816
Sheep and lambs, skins.....	9,202,831	9,076,515	10,055,609	3,231,510
Skivers and fleshers, dozens.....	132,163	136,464	169,216	44,837
Kangaroo and wallaby, skins.....	357,895	318,400	177,014	
Deer and elk, skins.....	274,212	277,440	186,701	110,283
Pig and hog, skins.....	65,010	90,603	105,758	26,202
Pig and hog strips, pounds.....	644,866	676,630	390,050	94,393

ICE AND REFRIGERATION

ICE NOTES.

A \$75,000 ice and cold storage plant is soon to be erected at Orlando, Fla., by A. B. Hale and N. Rosenblatt.

A municipal ice plant of about 40 tons' capacity, costing around \$20,000, will be built at Ft. Pierce, Fla.

The new ice plant of the Boyles Ice Company at Huntingdon, Pa., is nearly ready to begin operations.

The Farm Bureau at Columbia, Tenn., is considering the advisability of building a cold storage and ice plant for its members.

Work has begun on a \$150,000 ice plant being erected in Fairfield, Ala.

Ground has been broken for the first unit

of some new buildings to be put up by the Ord Ice Company, Ventura, Cal.

The American Ice Company is said to be considering the expenditure of \$1,000,000 next year for additional storage facilities at Baltimore, Md., and for the erection of a new factory at Philadelphia.

A new power and ice plant is being built at Corpus Christi, Tex., by the Gulf Coast Power Company.

The Anniston Ice & Coal Company, Anniston, Ala., has been recently organized by Dr. A. L. Scarbrough, C. A. Hamilton and others. Work will be started in the near future on a \$75,000 plant.

The Citronelle Ice & Fuel Company,

Birmingham, Ala., has been incorporated with a capital stock of \$15,000 by John A. Hurt, A. B. Jeffries and W. Kaiser.

The Huntington Ice Company, Huntington, W. Va., is about to add to its plant.

A new ice plant has recently been put in operation in Parrish, Ala.

The B. & R. Ice Cream Company has been incorporated in Brooklyn, N. Y., by G. and L. Brody, I. Rashkin and others. Capital stock is \$5,000.

INJURY TO PLANT HURTS WORKER.

The fire engine had just passed the office door. The fire was in one of the big packing plants. An employee remarked:

"We should worry. The boss has lots of money; let him stand the loss. There is no reason why I should be interested."

Is that so? Has the individual, not directly responsible for replacing the losses from fire, no interest when destruction takes place in any manufacturing plant? Of course he has, says C. D. Hardy of the public relations department, Swift & Company, if he will but pause to consider what the manufacturing enterprise does and what his own relationship to it is.

"Hoarding" Not Usual.

In the first place, the "boss" does not have plenty of ready money to make good losses by fire. The conclusion that he has grows out of the supposition that men of large affairs gather large sums of money into vaults somewhere.

They do not do this. Men of wealth, be they Rockefeller, Ford or Morgan, do not hoard money. They keep it at work in

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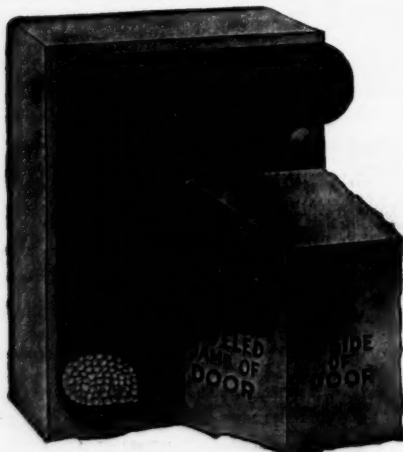
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Buffalo—Central Supply Co.; Keystone Warehouse Co.
Cleveland—Curtis Bros. Transfer Co.
Detroit—Brennan Truck Co.
El Paso—R. E. Huthstener, 615 Mills Bldg.
Jacksonville—Service Warehouse Co.

Los Angeles—Mailliard & Schmiedell.
Mexico, D. F.—F. Besaury, Jr., 7 a de Colima 226 B.
New York—Roessler & Hasslacher Chemical Co., 709 6th Ave.
Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis & Co., Inc., 633 Camp St.
Norfolk—Southgate Forwarding & Storage Co.
Pittsburgh—Pennsylvania Transfer Co.; Pennsylvania Brewers Supply Co., 158 10th St.

Philadelphia—Henry Bower Chemical Mfg. Co.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Warehouse & Distributing Co., 1 Mt. Hope St.
Savannah—Savannah Brokerage Co.
San Francisco—Mailliard & Schmiedell.
Seattle—Mailliard & Schmiedell.
Tampa—Charles Hovey, Room 215, Citizens Bank Bldg.
Toledo—Moreton Truck Co.; G. H. Weddle & Co., 1932 Canton St.
Washington—Littlefield, Alvord & Co.

stocks, bonds, factories, railroads, public utilities and what not. All the time this wealth is producing for social needs.

Nothing could be more foolish than the assumption that the wealth of large enterprises consists of funds in vaults ready to be spent to suit the whim or the extravagance of the possessor.

Here and there this may be true. But these exceptions do not count. No men in the world are more insistent upon constant and profitable employment of their capital funds in producing commodities that people want and need and can pay for than are the men who possess large funds.

As a matter of fact, the most efficient use yet made of capital funds has been made by leaders in productive enterprises who have given the closest personal supervision to the methods used in employing this wealth. Let this be remembered when some one says that the "boss" can so easily make up the losses.

In the second place, it makes a difference to everybody what happens to an industrial enterprise. Industries exist because there is a need for them. If there were no need there would be no industry. This is a basic fact.

Must Be Demand.

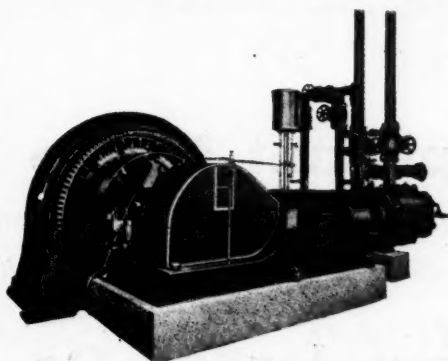
The greatest financial and organizing genius in the world cannot make an industry successful where consumers do not demand its product. It would be just as easy to produce high grade quality and yield of wheat in a granite quarry as to build a prosperous business enterprise where consumers did not make a demand.

This truth makes it clear that, when an industry is destroyed completely or put out of business for a short time, consumers are affected. Their lives are made harder. Some conveniences are taken away. Incomes may be cut off and suffering takes place until readjustment can be made.

What is a business worth? Just about what it will earn, no more and no less, on the average. Wages are paid because business in operation can first earn the wage. A capital fund in existence somewhere to pay wages, whether business goes on or not, is a myth. There "ain't no such animal."

When the employe exclaims, "We should worry. It's not our affair. Let the boss stand it," he is remarking against his own best interests.

The proof of this may not always be evident on the surface, but there is nothing more true in American industrial life today than the basic principle that all stand or fall together; and this in spite of the verdict of the radicals, the theorists, the idealists, the sentimentalists to the contrary notwithstanding.



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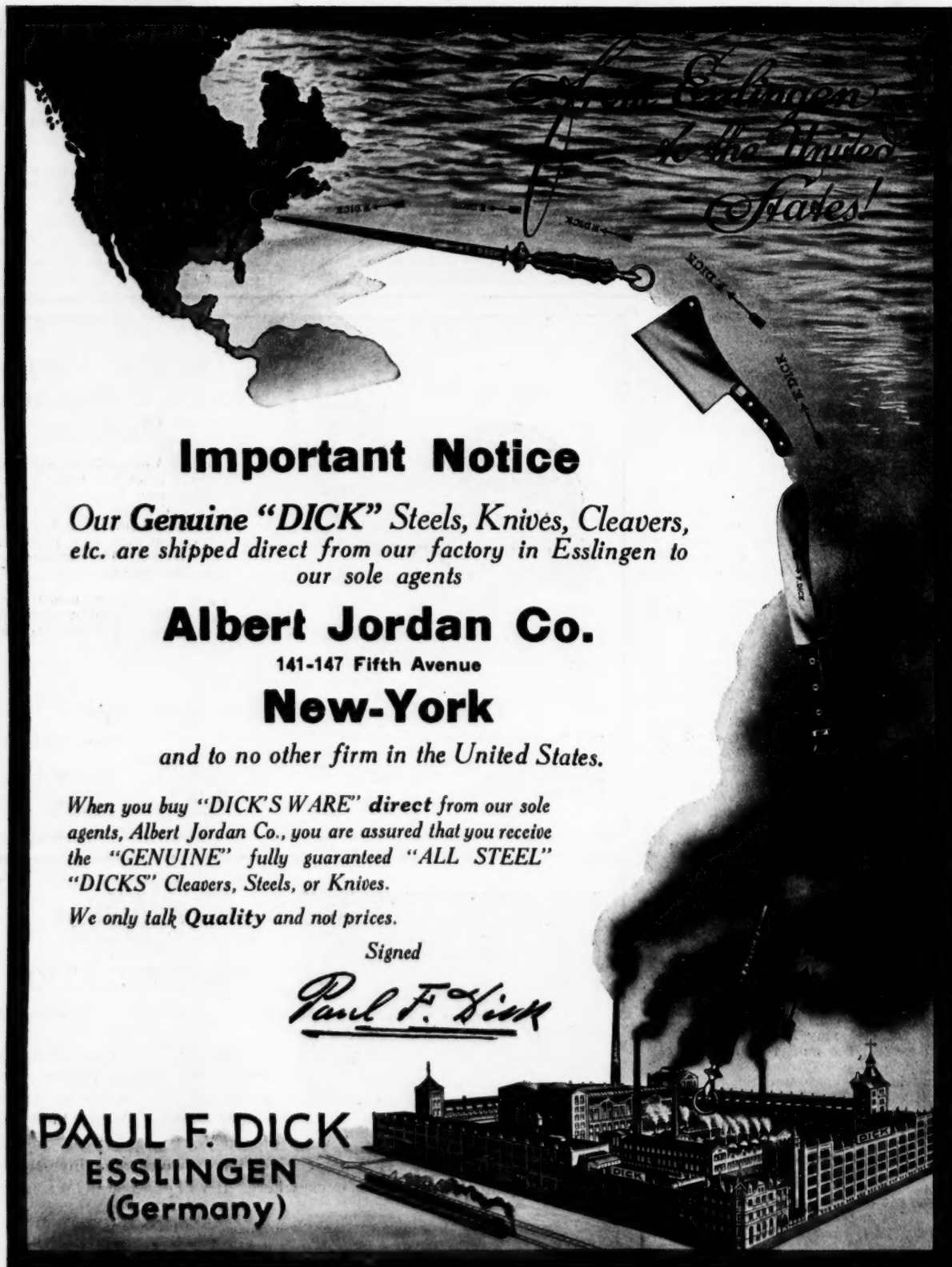


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FOR PURCHASING DEPARTMENTS

STANDARDIZE TRUCK DELIVERIES.

"Worries over a saturation point are not bothering motor truck manufacturers," says M. L. Pulcher, vice-president and general manager of the Federal Motor Truck Co., "for business is just getting nicely into a motor transportation stride. The year 1923 has been one of the biggest motor truck years yet, and 1924 has promise of being the greatest in the history of the industry. The Federal company has had a splendid year. The first eight months of this year were better from a sales standpoint than all of 1922, and September will be from present indications the largest September in orders we have ever had.

"One reason for the splendid showing of the Federal company this year has been the standardization plan adopted by many large concerns in their transportation departments.

"In former days houses using many delivery vehicles would buy from several truck manufacturers. The result would be wide variation in the cost of delivery between different makes, and a great deal of difficulty in servicing them. A complete variety of parts had to be kept on hand because they were not interchangeable and more mechanics were necessary. Now they find it more economical to pick a make which they have proved to be reliable and standardize on that one truck.

"For instance, one of the largest wholesale bakeries has purchased over sixty Federals this year. A department store has taken seventy-five, and one bottling firm's orders have been over one hundred. These houses formerly had from five to fifteen different makes of trucks, while now they have nothing but Federal trucks."

TEXAS PACKER BOOSTS "RED HOT."

The campaign to substitute the term "Red Hot" for the term "Hot Dog" is spreading throughout the country with great success. Recently a Texas packer, the Peyton Packing Company, El Paso, Tex., sent the following letter to the Department of Education and Research of the Institute of American Meat Packers:

We are pleased to acknowledge receipt of your favor of July 14 in regard to "Red Hots" and wish to advise you that we are glad, indeed, to give our co-operation to the movement destined to eliminate the term "Hot Dogs."

We think this suggestion as outlined in your letter is splendid and expect to follow this matter out along the line suggested.

The intelligent co-operation of the sales force of every packer in this connection will do much to reduce the use of an objectionable term.

"BOSS" DEHAIRER SALES.

John J. Dupps, Sr., first vice-president of The Cincinnati Butchers' Supply Co., has just returned from an Eastern trip where he booked the following orders:

Oswald & Hess Co., Pittsburgh, Pa., one "Boss" U hog dehairer, the ninth "Boss" dehairer in that city.

Danahy Packing Co., Buffalo, N. Y., one "Boss" U hog dehairer, the second "Boss" dehairer in that city.

Arbogast & Bastian, Allentown, Pa., one "Boss" U hog dehairer.

Pottstown Abattoir Co., Pottstown, Pa., and John R. Howry, Willowstreet, Pa., each one "Boss" grate hog dehairer.

MADE A RECORD FOR BRECHT.

The month of October was devoted by the sales force of The Brecht Company to a campaign to break all records, in honor of Secretary Chas. V. Brecht, the active director of the company. The big staff pushed the packinghouse machinery and other lines of The Brecht Company to such an extent that the showing made the



PORTRAIT OF CHAS. V. BRECHT, PRESENTED TO HIM BY BRECHT SALESMEN.

month the largest in the company's history. In commemoration of the event the staff presented to Mr. Brecht on November 4 a handsome framed etching of himself, made by a famous artist. The presentation was made by General Sales Manager John Mitchell in behalf of the men.

YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

Emmett Ice Co., Emmett, Idaho.
Harry Balter, grocer, Beaver Falls, Pa.
Chase Market No. 3, Pasadena, Cal.
Nathan Strauss, Inc., butcher, 8-10 Fifth avenue, Brooklyn, N. Y.
Colladay & Co., meat market, Los Angeles, Cal.
Sacramento Public Market, Sacramento, California.
E. G. Morse, produce storage, Mason City, Iowa.
Edenton-Parker Co., produce storage, Dyersburg, Tenn.
Nuckolls Packing Co., Montrose, Colo.
Pascal Caruso, meat market, New Orleans, La.
H. R. Spurling, meat market, Fort Wayne, Ind.
William Strunk, packer, St. Louis, Mo.
Pancero Beef Co., Cincinnati, Ohio.
Nevada Poultry Co., Nevada, Iowa.
Rubel Coal & Ice Corp., Dahl Road and Avenue D, Brooklyn, N. Y.

Natick Protective Union Market, Natick, Massachusetts.

Victor Fisher, butcher, Rochester, N. Y.
R. W. Pitkin, meat market, Mount Vernon, Ohio.

Rocco O. Marcantonio, butcher, Utica, New York.

W. Wroblewski, butcher, Utica, N. Y.

Stolz Brothers, meat market, Carrolltown, Pa.

Gabriel Trampush, meat market, Cleveland, Ohio.

Palmer Brothers, meat market, Akron, Ohio.

William G. Fox, meat market, Cleveland, Ohio.

Joe Setina, meat market, Cleveland, Ohio.

Clyde Viall, meat market, New London, Ohio.

Deck Provision Co., meat market, Massillon, Ohio.

F. W. Francisco, meat market, Wayne, Michigan.

Harvey W. Cravens, meat market, Peoria, Ill.

Paul Kruz, meat market, Louisville, Ky.

E. G. Shinner Co., meat market, Milwaukee, Wis.

F. T. McCarthy, market, Torrington, Connecticut.

Tech Food Products Co., Dicksonburg, Pennsylvania.

George A. Coyne, market, Hudson, Mass.

Henry C. Stephan, grocery and meat market, Lancaster, N. Y.

H. B. Wolfe Estate, meat market, Cumberland, Mo.

P. A. Hooker Meat Co., Kingston, N. C.

Edmonds Co-operative Association, Edmonds, Wash., meat market.

The Old Dutch Market Co., Washington, D. C.

Anaheim Beef Co., Anaheim, Cal.

Poultry Producers of Southern California, cold storage, Los Angeles, Cal.

Producers Cold Storage Co., Medill, Mo.

Gong Kay Co., meat market, Stockton, California.

Smith & Son, meat market, New London, Mo.

W. B. Parrott Co., produce storage, Onawa, Iowa.

Wright's Meat Market, Oakland, Cal.

Thomas B. Jenkins, meat market, West Point, Cal.

Ashford Brothers, meat market, Tudor, California.

J. C. Clemons, meat market, Mainland, Pennsylvania.

Ernest Hortsmann, meat market, Calumet, Iowa.

Hampton Bays Meat Market, Hampton Bays, L. I., N. Y.

J. L. Goldberg, meat market, 1306 East 63rd street, Chicago, Ill.

Fort Scott Slaughtering & Packing Co., Fort Scott, Kan.

J. L. Boozer, market, Newberry, N. C.

Ernest Buffett, grocery and meat market, Omaha, Nebr.

Oneida Square Pure Food Market, Utica, New York.

Dominick J. Bottista, butcher, Amsterdam, N. Y.

Charles Pilnacek, butcher, Little Neck, L. I., N. Y.

Solomon J. Ellerlin, butcher, Middletown, New York.

Max Menter, butcher, Middletown, N. Y.

Economy Meat Market, Yonkers, N. Y.

Hudson View Market, meat market, Hastings, N. Y.

Gustav Wolf, Benton Harbor, Mich.

E. G. Shinner & Co., meat market, Milwaukee, Wis.

Martin Brothers, meat market, Minneapolis, Minn.

J. L. Chandler, meat market, Macomb, Illinois.

Chicago Section

Fred Dryfus, president of the Dryfus Packing Co., Lafayette, Ind., has been taking a little rest at West Baden.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 40,054 cattle, 10,207 calves, 137,332 hogs, and 42,926 sheep.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, November 3, 1923, for shipment sold out, ranged from 7.00 to 20.00 cents per pound, averaged 12.76 cents per pound.

Visitors to Chicago this week who added to the gaiety of the occasion were Sam Nash of Cleveland, Tom Taliaferro of Detroit, Fred Fuller of Iowa, Fred Krey and George Hell of St. Louis, and Myron McMillan of St. Paul.

J. H. Bliss of Libby, McNeill & Libby, and W. T. Stout of Swift & Company returned this week from a hunting trip in the Canadian north woods. They packed 150 miles, fought wolves, shot caribou, deer and black bear, and altogether had a grand time.

Colonel John Roberts, president of Miller & Hart, has returned from his summer home in Massachusetts, to which he commutes every season. He brought back brother Charley with him. Both are now quite accomplished hunt riders and tea hounds.

Oscar F. and Oscar G. Mayer leave this week for their annual hunting trip on Grand Island, in the north woods of Michigan. The senior Mayer has made this trip for many years without missing a season, and Junior hopes to equal the record some day.

A recent visit to Chicago by Roi H. Cordray of Wilson & Company, Los Angeles, Calif., developed the news that Mr. Cordray had been made vice-president of Wilson & Company of California. There is no more popular man in the meat industry on the coast, either among packers or re-

tailers, than Mr. Cordray, and the awarding of this title (he already had the job) will be accepted as a just reward for an all-around hustler.



PACKER JUNIOR WINS LIVESTOCK CUPS.

William White 3rd, of the White Provision Co., Atlanta, Ga., wins blue ribbons and Institute cups at Southeastern Fair, Atlanta, Ga., Oct. 6, 1923, in the carload lot fat stock division, for the best cars of Herefords, Short-horns and Angus.

President Thomas E. Wilson of Wilson & Company has been taking his annual vacation in the form of a bear-hunting trip in the mountains of New Mexico. His companions on this occasion were Robert H. Hunter, Charles Cone and C. W. Patterson. It is reported that Mr. Wilson got most of the bears.

Charles D. Willits of Willits & Patterson, leading brokers of the Pacific Coast, graced Chicago with his presence this week. If they gave Charley as good a time in Chicago as he gives his Eastern friends when they visit California, then they had to "go some."

Provision shipments from Chicago for the week ending November 3, 1923, with comparisons, were as follows:

	Week ending Nov. 3, week.	Prev. week.	Cor. week, week, '22.
Cured meats, lbs.	18,070,000	16,360,000	15,629,000
Canned meats, cases.	8,779	9,462	16,739
Fresh meats, lbs.	21,675,000	21,210,000	28,261,000
Pork, bbls.	3,015	1,852	5,914
Lard, lbs.	10,466,000	10,715,000	13,555,000

BACON CURING FOR NOVA SCOTIA.

The farmers of Pictou county, Nova Scotia, will establish a pork packing plant at some central spot in the country, as a result of a meeting called at Stellarton. While no definite steps were taken until further information is secured, a committee composed of ex-Warden Thompson of Merigomus, Howard Kennedy of Stellarton, and Daniel MacDonald of Sylvester, president of the Pictou County Dairy Co., was appointed to collect information. Professor Trueman of Truro and W. A. MacKay, superintendent of dairies, assured the meeting that the Department of Agriculture would assist.

That Nova Scotia had not increased in hog raising, while the central and western provinces have gone rapidly ahead, was the statement made by Mr. MacKay, and he impressed upon the farmers the importance of increasing the number of hogs. He outlined the experience of Ontario in supporting small packing plants, operating profitably, and felt that the same could be done in Pictou county.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, November 8, 1923, with comparisons, follow:

	Week ending Nov. 8, week.	Previous week.	Cor week, 1922.
Armour & Co.	19,998	18,400	9,860
Anglo-Amer. Prov. Co.	9,787	8,400	5,800
Swift & Co.	25,508	18,000	8,300
G. H. Hammond & Co.	13,702	11,400	5,000
Morris & Co.	22,192	22,400	16,000
Wilson & Co.	19,448	16,700	8,600
Boyd-Lanham & Co.	11,416	11,000	6,400
Western Pkg. & Prov. Co.	12,750	11,100	12,500
Roberts & Oake.	7,504	6,200	6,100
Miller & Hart.	6,083	6,300	5,300
Independent Packing Co.	8,306	8,600	7,200
Brennan Packing Co.	6,202	7,200	6,200
William Davies Co.	600	1,100	4,300
Agar Packing Co.	2,000	1,000	4,200
Others	3,000	11,200
Total	168,496	127,800	96,900

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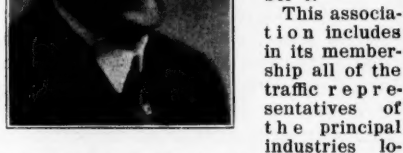
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BLAIR HEADS SHIPPERS' BODY.

George A. Blair, vice-chairman of the Institute's traffic committee and general traffic manager of Wilson & Company, was elected president of the Chicago Shippers' Conference Association at its annual meeting held November 6.



This association includes in its membership all of the traffic representatives of the principal industries located in the Chicago district. From a modest beginning it has grown to be one of the strongest local shippers' organizations in America.

Mr. Blair has long been acting in the affairs of various traffic organizations, such as the Traffic Club of Chicago and the National Industrial Traffic League. His ability as an expert traffic man is quite generally recognized and his wide acquaintance among railroad and industrial traffic men makes him a valuable man in organization work.

As a toastmaster he is everywhere in demand because of his unlimited supply of humorous stories and his ability to tell them in the appropriate dialects. His "brave General Mulligan" story is a classic.

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Prejudicial Fertilizer Rates.—No. 15339. Jackson Traffic Bureau et al., Jackson, Miss., vs. Alabama & Vicksburg et al. Unjust, unreasonable, discriminatory and preferential rates, in violation of section 4, on fertilizer from Jackson, Miss., to points in Arkansas. Asks just, reasonable, non-discriminatory, non-preferential rates, and reparation.

Ask Transit Privilege on Steam Lard.—No. 15253. The Cleveland Provision Co., Cleveland, O., vs. Atchison, Topeka & Santa Fe, et al. By this complaint the Cleveland packers ask for the establishment of a transit privilege on steam lard. They hope to move the lard into Cleveland from Chicago, Mississippi and Missouri river packing points at the local rates, refine it there, then move it on to seaboard at the balance of the through rate, plus a reasonable transit charge.

STOCKS OF PROVISIONS.

Stocks of provisions at leading centers at the beginning of November, 1923, with comparisons, are reported officially as follows:

	PORK, BBLs.		
	Oct. 31, 1923.	Sept. 30, 1923.	Oct. 31, 1922.
Chicago	28,404	23,076	14,531
Kansas City	3,239	3,081	2,147
Omaha	1,321	2,035	2,738
St. Joseph	706	573	1,404
Milwaukee	1,787	2,326	1,576
Total pork, bbls.	35,547	31,891	22,486
	LARD, LBS.		
	Oct. 31, 1923.	Sept. 30, 1923.	Oct. 31, 1922.
Chicago	9,300,854	34,011,984	11,227,528
Kansas City	2,315,840	2,070,900	1,100,070
Omaha	1,507,196	4,030,066	1,382,002
St. Joseph	870,815	1,847,250	967,573
Milwaukee	393,000	1,825,960	502,000
Total lard, lbs.	14,117,795	44,186,250	15,180,073
	CUT MEATS, LBS.		
	Oct. 31, 1923.	Sept. 30, 1923.	Oct. 31, 1922.
Chicago	92,771,807	108,711,088	65,477,000
Kansas City	30,823,500	30,381,300	28,323,000
Omaha	25,313,512	34,545,900	24,304,085
St. Joseph	13,771,923	17,539,511	15,519,738
Milwaukee	12,009,000	13,352,000	12,920,000
Total cut meats, lbs.	174,689,742	210,529,805	140,635,023

PACKING HOUSE VENTILATION



The conditioning of air in connection with ventilating systems in modern packing and cold storage houses means more than is generally supposed.

By use of **Webster Air Conditioning Systems** the foul, moist air in packing houses is replaced with air that is not only purified, but also at the required temperature and humidity. This enhances comfort, and efficiency of employees and insures a uniform prime product made under the most sanitary conditions.

In cold storage houses air conditioning systems constantly supply pure air and maintain the temperatures and humidities necessary for the proper storage of meat and poultry products, fruits and vegetables.

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Send for literature.

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No. 4

ATMOSPHERIC CONDITIONING CORPORATION.
LAFAYETTE BUILDING, PHILADELPHIA. MONADNOCK BLOCK, CHICAGO.

MORRELL HAS 3,000 EMPLOYEES.

In an item in a recent issue of THE NATIONAL PROVISIONER concerning the vacation plan for the employees of John Morrell & Company, it was stated that this plan affects 1,300 employees. As a matter of fact, the plan affects 2,000 employees at the Ottumwa, Iowa, plant and 1,000 employees at the plant at Sioux Falls, S. D., making a total of 3,000.

CHICAGO LIVESTOCK.

	RECEIPTS.			
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 29	30,493	3,796	58,896	27,410
Tuesday, Oct. 30	14,064	3,113	39,783	15,083
Wednesday, Oct. 31	10,306	2,610	26,341	22,316
Thursday, Nov. 1	11,496	3,446	48,205	22,644
Friday, Nov. 2	4,035	840	43,516	9,704
Saturday, Nov. 3	1,567	751	10,274	3,201
Total for week	71,961	14,556	224,815	100,358
Previous week	72,748	15,561	193,377	107,981
Year ago	82,907	13,443	160,293	103,627
Two years ago	52,982	12,187	148,715	97,443

	SHIPMENTS.			
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 29	5,954	230	9,179	5,574
Tuesday, Oct. 30	3,964	234	5,499	10,857
Wednesday, Oct. 31	6,019	539	3,796	9,628
Thursday, Nov. 1	4,956	324	4,446	4,551
Friday, Nov. 2	3,783	220	5,879	9,862
Saturday, Nov. 3	706	268	3,505	2,820
Total for week	25,382	1,815	32,304	43,292
Previous week	26,351	2,066	32,989	59,403
Year ago	39,006	1,206	25,409	50,445
Two years ago	20,233	761	39,225	29,333

Receipts at Chicago Stock Yards thus far this year to Nov. 3, with comparative totals:

	1923.	1922.
Cattle	2,623,491	2,584,078
Calves	650,437	663,067
Hogs	8,334,352	6,501,794
Sheep	3,461,297	3,263,656

Combined weekly hog receipts at eleven markets for 1923 to Nov. 3, with comparisons:

	Week.	Year to date.
Week ending Nov. 3	804,000	31,072,000
Previous week	751,000	
Corresponding week, 1922	590,000	23,637,000
Corresponding week, 1921	487,000	23,630,000
Corresponding week, 1920	358,000	23,440,000

Average, 1908 to 1923, 540,000
Combined receipts at seven points for the week ending Nov. 3, 1923, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Nov. 3	285,000	624,000	227,000
Previous week	299,000	607,000	282,000
1922	316,000	441,000	254,000
1921	197,000	370,000	217,000
1920	225,000	250,000	245,000

Average, 1914-1922, 264,000
Combined receipts at seven markets for 1923 to Nov. 3 and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
1923	9,440,000	25,560,000	9,414,000
1922	9,115,000	18,939,000	8,554,000
1921	7,730,000	18,280,000	10,251,000
1920	8,732,000	18,597,000	9,491,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Number received.	Weight, lbs.	Average price.	Top price.
Week ending Nov. 3	223,500	223	\$ 7.80	\$ 7.25
Previous week	193,377	238	7.70	7.06
1922	190,293	235	9.05	8.20
1921	148,715	224	8.05	7.60
1920	91,219	226	14.50	13.50
1919	164,006	233	15.45	14.75
1918	205,458	251	16.80	17.85
1917	124,405	207	17.60	16.80
1916	203,188	197	10.20	9.65
1915	169,178	193	7.45	6.80
1914				
1913	163,328	205	8.30	8.00
Average, 1913-1922	158,900	217	\$11.95	\$11.45

*Receipts and average weight for the week ending Nov. 3, 1923, unofficial.

†Yards closed owing to quarantine Nov. 3.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Nov. 3	\$ 9.90	\$ 7.25	\$ 6.75	\$13.05
Previous week	10.00	7.05	6.25	12.70
1922	10.30	8.20	6.65	13.40
1921	7.70	7.60	4.90	8.80
1920	13.40	13.50	6.90	12.65
1919	13.50	14.75	7.60	14.40
1918	14.40	17.85	10.00	15.35
1917	11.00	16.80	10.75	16.25
1916	10.30	9.65	8.00	11.05
1915	8.80	6.80	5.90	9.00
1914				
1913	8.35	8.00	4.60	7.45
Average, 1913-1922	\$11.10	\$11.40	\$ 7.20	\$12.05

†Yards closed owing to quarantine Nov. 3.

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for weeks mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending Nov. 3	46,900	192,700	57,200
Previous week	46,397	160,378	48,578
1922	52,931	136,893	53,182
1921	32,749	109,400	68,108
1920	44,379	64,796	64,779
1919	61,821	148,142	116,363
1918	69,054	199,306	114,795

*Saturday, Nov. 3, estimated.

Chicago packers' hogs slaughtered for the week ending Nov. 3, 1923:

Armour & Co.	21,500
Anglo-American Provision Co.	11,000
Swift & Co.	27,700
G. H. Hammond Co.	14,000
Morris & Co.	24,100
Boyd-Lambert & Co.	11,800
Western Packing & Provision Co.	10,900
Roberts & Oake	6,900
Miller & Hart	6,800
Independent Packing Co.	9,100
Brennan Packing Co.	7,500
William Davies Co.	3,000
Agar Packing Co.	2,000
Others	23,700
Total	198,600
Previous week	169,700
Year ago	142,300
Two years ago	105,200
Three years ago	69,900

(For Chicago livestock prices see page 39.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Cash Trading, Thursday, November 8, 1923.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	14½ @ 14½
10-12 lbs. avg.	14½ @ 14½
12-14 lbs. avg.	14½ @ 14½
14-16 lbs. avg.	14½ @ 14½
16-18 lbs. avg.	14½ @ 14½
18-20 lbs. avg.	14½ @ 14½

Skinned Hams—	
14-16 lbs. avg.	@ 14½
16-18 lbs. avg.	@ 14½
18-20 lbs. avg.	@ 14½
20-22 lbs. avg.	@ 12½
22-24 lbs. avg.	@ 11½
24-26 lbs. avg.	@ 10½
26-30 lbs. avg.	@ 10

Pics—	
4-6 lbs. avg.	9 @ 9½
6-8 lbs. avg.	8½ @ 8½
8-10 lbs. avg.	7½ @ 7½
10-12 lbs. avg.	@ 7½
12-14 lbs. avg.	@ 7½
14-16 lbs. avg.	7 @ 7½

Clear Bellies—	
6-8 lbs. avg.	@ 14
8-10 lbs. avg.	12½ @ 12½
10-12 lbs. avg.	11½ @ 11½
12-14 lbs. avg.	@ 11½
14-16 lbs. avg.	@ 11½
16-18 lbs. avg.	@ 10½

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@ 16
10-12 lbs. avg.	@ 16
12-14 lbs. avg.	16 @ 16½
14-16 lbs. avg.	@ 16
16-18 lbs. avg.	15½ @ 16
18-20 lbs. avg.	15½ @ 17

Boiling Hams—	
16-18 lbs. avg.	@ 17
18-20 lbs. avg.	@ 17
20-22 lbs. avg.	@ 17

Skinned Hams—	
14-16 lbs. avg.	@ 15½
16-18 lbs. avg.	@ 15½
18-20 lbs. avg.	@ 15½
20-22 lbs. avg.	@ 13½
22-24 lbs. avg.	@ 13½
24-26 lbs. avg.	@ 10½
26-30 lbs. avg.	@ 10

Pics—	
4-6 lbs. avg.	10 @ 10½
6-8 lbs. avg.	9 @ 9½
8-10 lbs. avg.	8½ @ 8½
10-12 lbs. avg.	@ 8½
12-14 lbs. avg.	@ 7½
14-16 lbs. avg.	@ 7½

Bellies (square cut and seedless)—	
6-8 lbs. avg.	14 @ 14½
8-10 lbs. avg.	12½ @ 13
10-12 lbs. avg.	11½ @ 12
12-14 lbs. avg.	@ 11½
14-16 lbs. avg.	@ 11
16-18 lbs. avg.	@ 10½

Dry Salt Meats.

Extra ribs	@ 10½
Extra clears	@ 10½
Regular plates	9½ @ 9½
Clear plates	10½ @ 10½
Jowl butts	@ 9

Fat Backs—	
8-10 lbs. avg.	@ 12
10-12 lbs. avg.	@ 12
12-14 lbs. avg.	@ 12½
14-16 lbs. avg.	@ 13
16-18 lbs. avg.	@ 13½
18-20 lbs. avg.	@ 13½
20-25 lbs. avg.	@ 13½

Clear Bellies—	
12-14 lbs. avg.	@ 11
14-16 lbs. avg.	@ 10½
16-18 lbs. avg.	10½ @ 10½
20-25 lbs. avg.	@ 10½
25-30 lbs. avg.	@ 10½
30-35 lbs. avg.	@ 10½
35-40 lbs. avg.	@ 10½
40-50 lbs. avg.	@ 10

FUTURE PRICES.

Official Board of Trade Range of Prices.
SATURDAY, NOVEMBER 3, 1923.

	Open.	High.	Low.	Close.
LARD—				
Oct.	12.90	12.70	12.70	12.80
Nov.	12.50	12.27½	12.47½	12.37½
Jan.	11.75	11.20	11.67½	11.65
BELLIES—				
Nov.	*9.85	*9.85	*9.95	9.87½
Jan.	9.90	19.75	9.90	9.65
SHORT RIBS—				
Oct.	9.85	9.50	9.50	9.70
Jan.	9.50	9.25	9.35	9.30

*Nominally all week. †Nominally as low as \$9.62½. ‡Close Oct. 31. §Nominally as high as \$12.55.

MONDAY, NOVEMBER 5, 1923.

	Open.	High.	Low.	Close.
LARD—				
Nov.	12.50	12.52	12.50	12.52
Dec.				12.02 b
Jan.	11.67	11.75	11.67	11.75 ax
March	11.65	11.70	11.65	11.70
May		Nominal		11.75
CLEAR BELLIES—				
Nov.		Nominal		10.00
Jan.				9.87 b
March				10.00 b
SHORT RIBS—				
Oct.				9.35
Jan.		Nominal		

TUESDAY, NOVEMBER 6, 1923.

	Open.	High.	Low.	Close.
LARD—				
Nov.	12.75	12.85	12.75	12.85
Dec.	12.15	12.25	12.15	12.20
Jan.	11.75	11.97	11.75	11.85 ax
March	11.72	11.90	11.72	11.87 ax
May	11.95			11.95 ax
CLEAR BELLIES—				
Nov.		Nominal		10.12
Jan.				10.00 b
March				10.12
SHORT RIBS—				
Jan.	9.50	9.62	9.50	9.62

WEDNESDAY, NOVEMBER 7, 1923.

	Open.	High.	Low.	Close.
LARD—				
Nov.	12.60	12.60	12.57	12.60
Dec.	12.05	12.05	12.00	12.00 ax
Jan.	11.75	11.75	11.67	11.70
March	11.65	11.65	11.62	11.62 b
May		Nominal		11.70
CLEAR BELLIES—				
Nov.		Nominal		10.00
Jan.		Nominal		9.87
March		Nominal		10.00
SHORT RIBS—				
Jan.	9.35	9.35	9.32	9.32 ax

THURSDAY, NOVEMBER 8, 1923.

	Open.	High.	Low.	Close.
LARD—				
Nov.	13.00	13.00	12.90	12.95
Dec.	12.30	12.40	12.30	12.40
Jan.	12.10-12	12.07	11.95	12.07
March	11.92-95	12.00	11.87	12.00
May	12.00	12.07	11.97	12.07
CLEAR BELLIES—				
Nov.		Nominal		10.12
Jan.		Nominal		10.00
March		Nominal		10.12
SHORT RIBS—				
Jan.	9.65	9.65	9.57	9.57 ax

FRIDAY, NOVEMBER 9, 1923.

	Open.	High.	Low.	Close.
LARD—				
Nov.	13.10	13.15	13.10	13.15 b
Dec.	12.41	12.50	12.47	12.47 ax
Jan.	12.10-12	12.15	14.02	14.02 b
March	14.00	14.02	11.95	11.95 ax
May	12.10	12.12	12.02	12.02 ax
CLEAR BELLIES—				
Nov.		Nominal		10.25
Jan.		Nominal		10.12
March		Nominal		10.25
SHORT RIBS—				
Jan.	9.62	9.65	9.62	9.62
May	9.85	9.85	9.77	9.77 ax

If you are looking for a good position watch the "Wanted" page.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, November 7, 1923.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 20@22c; green hams, 9-10 lbs., 17c; 10-12 lbs., 16½c; 12-14 lbs., 16c; green clear bellies, 6-8 lbs., 16c; 8-10 lbs., 15c; 10-12 lbs., 14c; 12-14 lbs., 14c; green rib bellies, 10-12 lbs., 14c; 12-14 lbs., 13½c; sweet pickled clear bellies, 6-8 lbs., 12½c; 8-10 lbs., 12½c; 10-12 lbs., 12½c; 12-14 lbs., 12c; sweet pickled rib bellies, 10-12 lbs., 12½c; 12-14 lbs., 12c; sweet pickled hams, 8-10 lbs., 17c; 10-12 lbs., 16½c; 12-14 lbs., 16c; dressed hogs, 12½c; city steam lard, 13½c; compound, 13½ @ 14c.

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.....	30	28	15
Rib roast, light end.....	40	32	20
Chuck roast.....	18	16	14
Steaks, round.....	45	38	24
Steaks, sirloin, first cut.....	45	38	25
Steaks, porterhouse.....	70	55	28
Steaks, flank.....	28	25	18
Beef stew, chuck.....	18	15	12½
Corned briskets, boneless.....	22	20	18
Corned plates.....	14	12	10
Corned rumps, boneless.....	25	22	18

Lamb.

	Good.	Common.
Hindquarters.....	40	25
Legs.....	42	28
Stews.....	12½	18
Chops, shoulder.....	16	30
Chops, rib and loin.....	50	

Mutton.

Legs.....	22
Stew.....	12½
Shoulders.....	20
Chops, rib and loin.....	35

Pork.

Loins, whole, 8@10 avg.....	22	@ 25
Loins, whole, 10@12 avg.....	20	@ 23
Loins, whole, 12 to 14.....	18	@ 20
Loins, whole, 14 and over.....	16	@ 18
Chops.....	22	@ 30
Shoulders.....		@ 14
Butts.....		@ 17
Spareribs.....		@ 12
Hocks.....		@ 12
Leaf lard, unrendered.....		@ 14

Veal.

Hindquarters.....		@ 35
Forequarters.....	10	@ 15
Legs.....	30	@ 40
Breasts.....	12	@ 16
Shoulders.....	12½	@ 20
Cutlets.....		@ 50
Rib and loin chops.....		@ 40

Butchers' Offal.

Suet.....	@ 4
Shop fat.....	@ 2
Bones, per 100 lbs.....	@ 50
Calf skins.....	@ 15
Klips.....	@ 12
Deacons.....	@ 12

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran, L O L.....	6½	6½
Crystals.....	7½	7½
Double refined nitrate of soda, f. o. b. N. Y. & S. F., carloads.....	4½	4½
Less than carloads, granulated.....	4½	4½
Crystals.....	5½	5½
Kegs, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.....	10	9½
Crystal to powdered, in bbls., in 5-ton lots or more.....	10½	9½
In bbls., in less than 5-ton lots.....	10½	10½
Borax, carloads, powdered, in bbls.....	5½	5½
In ton lots, gran. or powdered, in bbls.....	5½	5½
Sugar—		
Raw sugar, 66 basis.....	@ 6½	
Second sugar, 90 basis.....	@ 6	
Syrup, testing 63 to 65 combined sucrose and invert.....	@ 35	
Standard, granulated, f. o. b. refinery (net).....	@ 8.60	
Plantation, granulated, f. o. b. New Orleans (less 2 per cent).....	@ 8.30	
White clarified, f. o. b. New Orleans (net).....	@ 7.50	
Yellow clarified, f. o. b. New Orleans (net).....	@ 7.25	
Salt—		
Granulated, car lots, per ton, f. o. b. Chicago, bulk.....	\$ 8.90	
Medium, car lots, per ton, f. o. b. Chicago, bulk.....	9.00	
Rock, car lots, per ton, f. o. b. Chicago.....	8.00	

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending Nov. 10, 1923.	Cor. week, 1922.
Prime native steers.....	18 @ 20	17 @ 18 1/2
Good native steers.....	17 @ 18	15 @ 16
Medium steers.....	14 @ 16	12 @ 14
Heifers, good.....	13 @ 16	12 @ 16
Cows.....	7 @ 12	6 @ 11
Hind quarters, choice.....	25 @ 23 1/2	25 @ 23 1/2
Fore quarters, choice.....	15 @ 12 1/2	15 @ 12 1/2

Beef Cuts.

Steer Loins, No. 1.....	@ 40	@ 42
Steer Loins, No. 2.....	@ 37	@ 37
Steer Short Loins, No. 1.....	@ 50	@ 50
Steer Short Loins, No. 2.....	@ 48	@ 48
Steer Loin Ends (hips).....	@ 28	@ 28
Steer Loin Ends, No. 2.....	@ 27	@ 28
Cow Loins.....	13 @ 27	11 @ 20
Cow Short Loins.....	20 @ 35	20 @ 30
Cow Loin Ends (hips).....	12 @ 18	10 @ 16
Steer Ribs, No. 1.....	@ 30	@ 31
Steer Ribs, No. 2.....	@ 28	@ 28
Cow Ribs, No. 1.....	@ 24	@ 22
Cow Ribs, No. 2.....	@ 20	@ 16
Cow Ribs, No. 3.....	10 @ 11	@ 9
Steer Rounds, No. 1.....	@ 14	@ 15
Steer Rounds, No. 2.....	@ 13 1/2	@ 14
Steer Chucks, No. 1.....	@ 12 1/2	@ 11 1/2
Steer Chucks, No. 2.....	@ 11 1/2	@ 10
Cow Rounds.....	9 @ 13	8 1/2 @ 12
Cow Chucks.....	7 @ 9	6 1/2 @ 8 1/2
Medium Plates.....	@ 8 1/2	@ 8
Briskets, No. 1.....	@ 16	@ 15
Briskets, No. 2.....	@ 12	@ 12
Steer Navel Ends.....	@ 6 1/2	@ 6 1/2
Cow Navel Ends.....	5 @ 5 1/2	4 1/2 @ 5
Fore Shanks.....	@ 5	@ 4 1/2
Hind Shanks.....	@ 4 1/2	@ 4 1/2
Rolls.....	18 @ 22	18 @ 20
Strip Loins, No. 1, boneless.....	@ 75	@ 60
Strip Loins, No. 2.....	@ 65	@ 55
Strip Loins, No. 3.....	@ 15	@ 12
Sirloin Butts, No. 1.....	@ 34	@ 30
Sirloin Butts, No. 2.....	@ 28	@ 24
Sirloin Butts, No. 3.....	@ 18	@ 12
Beef Tenderloins, No. 1.....	@ 75	@ 65
Beef Tenderloins, No. 2.....	@ 65	@ 55
Rump Butts.....	16 @ 17	18 @ 20
Flank Steaks.....	@ 17	@ 17
Boneless Chucks.....	@ 8 1/2	6 @ 8
Shoulder Clods.....	12 @ 15	@ 15
Hanging Tenderloins.....	@ 8	@ 8
Trimnings.....	@ 8	@ 8

Beef Products.

Brains, per lb.....	9 @ 10	7 1/2 @ 9
Hearts.....	5 @ 6	4 @ 6 1/2
Tongues.....	29 @ 30	28 @ 30
Sweetbreads.....	36 @ 38	36 @ 40
Off-Tail, per lb.....	9 @ 10	6 @ 9
Fresh Tripe, plain.....	@ 4	@ 5
Fresh Tripe, H. C.....	6 @ 8 1/2	6 @ 8 1/2
Livers.....	6 @ 8	6 1/2 @ 9
Kidneys, per lb.....	8 @ 9 1/2	9 1/2 @ 10

Veal.

Choice Carcass.....	@ 16	@ 17
Good Carcass.....	@ 12	@ 13
Good Saddle.....	@ 24	@ 25
Good Backs.....	@ 10	@ 11
Medium Backs.....	@ 6	@ 7

Veal Products.

Brains, each.....	9 @ 10	6 @ 8
Sweetbreads.....	52 @ 58	65 @ 68
Calf Livers.....	33 @ 35	26 @ 32

Lamb.

Choice Lambs.....	@ 26	@ 28
Medium Lambs.....	@ 24	@ 24
Choice Saddle.....	@ 28	@ 29
Medium Saddle.....	@ 27	@ 27
Choice Fores.....	@ 20	@ 20
Medium Fores.....	@ 18	@ 18
Lamb Fries, per lb.....	30 @ 31	@ 32
Lamb Tongues, each.....	@ 13	@ 18
Lamb Kidneys, per lb.....	@ 25	@ 25

Mutton.

Heavy Sheep.....	@ 8	@ 10
Light Sheep.....	@ 12	@ 14
Heavy Saddle.....	@ 10	@ 12
Light Saddle.....	@ 16	@ 18
Heavy Fores.....	@ 8	@ 10
Light Fores.....	@ 10	@ 12
Mutton Legs.....	@ 18	@ 20
Mutton Loins.....	@ 10	@ 12
Mutton Stew.....	@ 7 1/2	@ 8 1/2
Sheep Tongues, each.....	@ 13	@ 8
Sheep Heads, each.....	@ 10	@ 10

Fresh Pork, Etc.

Dressed Hogs.....	@ 14	10 @ 20
Pork Loins, 8@10 lbs. avg.....	@ 15	@ 15
Leaf Lard.....	@ 14	@ 12
Tenderloin.....	@ 48	@ 50
Spare Ribs.....	@ 9 1/2	@ 13
Butts.....	@ 12	@ 17
Hocks.....	@ 10	@ 13
Trimnings.....	@ 13 1/2	@ 15 1/2
Extra lean trimmings.....	@ 12	@ 15 1/2
Tails.....	@ 12	@ 12
Shouts.....	@ 7	@ 9
Pigs' Feet.....	@ 5	@ 5
Pigs' Heads.....	@ 6	@ 7
Blade Bones.....	@ 7	@ 12 1/2
Blade Meat.....	@ 11 1/2	@ 12 1/2
Cheek Meat.....	@ 8	@ 10
Hog Livers, per lb.....	@ 4 1/2	5 @ 5 1/2
Neck Bones.....	@ 3 1/2	@ 4
Skinned Shoulders.....	@ 11	@ 14
Pork Hearts.....	@ 13	@ 15 1/2
Pork Kidneys, per lb.....	@ 6	@ 8
Pork Tongues.....	@ 15	@ 17
Slip Bones.....	@ 9	@ 9
Tail Bones.....	@ 9	@ 8
Brains.....	@ 11	9 @ 10
Back fat.....	@ 12 1/2	@ 12
Hams.....	@ 17	@ 20
Calas.....	@ 10	11 1/2 @ 13
Belilles.....	@ 17	@ 21

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@ 23
Country style sausage, fresh, in link.....	@ 16
Country style sausage, fresh, in bulk.....	@ 15
Country style sausage, smoked.....	@ 18
Mixed sausage, fresh.....	@ 13
Frankfurts in pork casings.....	@ 14
Frankfurts in sheep casings.....	@ 16 1/2
Bologna in beef bungs, choice.....	@ 15
Bologna in beef middles, choice.....	@ 14 1/2
Bologna in cloth, paraffined, choice.....	@ 14 1/2
Liver sausage in hog bungs.....	@ 16
Liver sausage in beef rounds.....	@ 19
Head cheese.....	@ 11
New England luncheon specialty.....	@ 22
Liberty luncheon specialty.....	@ 17
Mixed luncheon specialty.....	@ 14
Tongue sausage.....	@ 20
Blood sausage.....	@ 15
Polish sausage.....	@ 14 1/2
Soups.....	@ 14

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@ 46
Cervelat, new condition, in hog bungs.....	@ 15
Thuringer Cervelat, choice, in hog bungs.....	@ 20
Farmer.....	@ 24
Holsteiner.....	@ 22
B. C. Salami, choice.....	@ 41
Milano Salami, choice, in hog bungs.....	@ 41
B. C. Salami, new condition.....	@ 37
Primes, choice, in hog middles.....	@ 51
Genoa style Salami.....	@ 30
Peperoni.....	@ 20
Mortadella, new condition.....	@ 47
Capicola.....	@ 36
Italian style hams.....	@ 36
Virginia style hams.....	@ 36

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Sealed link sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce, per set.....	@ 15
Some sales made at 14c.....	
Beef rounds, export, 225 sets, per tierce, per set.....	@ 21
Beef middles, 110 sets, per tierce, per set.....	@ 65
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	@ 28 1/2
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	@ 16
Beef weasands, No. 1, per piece.....	@ 17
Beef weasands, No. 2, per piece.....	7 1/2 @ 8
Beef bladders, small, per doz.....	@ 14
Beef bladders, medium, per doz.....	@ 12
Beef bladders, large, per doz.....	@ 17
Hog casings, medium, f. o. b. per lb.....	@ 1.00
Hog casings, extra narrow, selected, per lb., f. o. b.....	@ 2.00
Hog middles, with cap, per set.....	@ 15
Hog middles, with cap, per set.....	@ 17
Hog bungs, export, per doz.....	@ 20
Hog bungs, large, prime.....	@ 14
Hog bungs, medium.....	@ 7 1/2
Hog bungs, small, prime.....	@ 5
Hog bungs, narrow, no demand.....	@ 2
Hog stomachs, per piece.....	@ 8

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	18.00
Pork tongues, 200-lb. bbl.....	70.00
Lamb tongues, long cut, 200-lb. bbl.....	48.00
Lamb tongues, short cut, 200-lb. bbl.....	55.00

CANNED MEATS.

	No. 1.	No. 2.	No. 3.
Corned beef.....	\$ 2.35	\$ 4.00	\$13.00
Roast beef.....	2.35	4.50	15.00
Roast mutton.....	2.40	4.75	18.50
Sliced dried beef.....	1.85	4.00	.....
Or tongue, whole.....	2.85	4.70	17.50
Hog bungs, export.....	1.50	2.75	9.50
Corned beef hash.....	1.50	2.75	4.25
Hamburger steaks with onions.....	1.50	2.25	4.25
Vienna style sausage.....	1.15	2.25	4.15
Veal loaf, medium size.....	2.00	.....	.....
Obit con carne with or without beans.....	1.25	.....	.....
Potted meats.....	.80	.....	.....

BARRELED PORK AND BEEF.

Mess pork, regular.....	\$23.00
Family back pork, 20 to 34 pieces.....	25.50
Family back pork, 35 to 45 pieces.....	26.50
Clear back pork, 40 to 50 pieces.....	26.50
Clear back pork, 50 to 60 pieces.....	25.00
Clear plate pork, 20 to 25 pieces.....	23.50
Clear plate pork, 35 to 45 pieces.....	23.00
Bea pork.....	22.00
Brisket pork.....	19.50
Plate beef.....	17.50
Extra plate beef, 200-lb. barrels.....	18.50

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@ 22
Cartons, rolls or prints, 1-lb.....	@ 23
Cartons, rolls or prints, 2@5 lbs.....	@ 24
Short margarine, 30@60 lb. tubs.....	@ 17
Net Margarine, prints, 1-lb.....	@ 20 1/2
Ash pork barrels, black iron hoops.....	\$1.05 @ 1.70
Ash pork barrels, black iron hoops.....	1.85 @ 1.90
Ash pork barrels, galv. iron hoops.....	1.85 @ 1.90

COOPERAGE.

Red oak lard tierces.....	2.55 @ 2.60
White oak lard tierces.....	2.75 @ 2.80
White oak ham tierces.....	@ 3.10

DRY SALT MEATS.

Extra short clears.....	@ 10 1/2
Extra short ribs.....	@ 10 1/2
Short clear middles, 60-lb. avg.....	@ 10 1/2
Clear bellies, 14@16 lbs.....	@ 10 1/2
Clear bellies, 18@20 lbs.....	@ 10 1/2
Clear bellies, 20@25 lbs.....	@ 10 1/2
Clear bellies, 25@30 lbs.....	@ 10 1/2
Rib bellies, 20@25 lbs.....	@ 10
Rib bellies, 25@30 lbs.....	@ 10
Fat backs, 10@12 lbs.....	@ 12 1/2
Fat backs, 12@14 lbs.....	@ 12 1/2
Fat backs, 14@16 lbs.....	@ 13
Regular plates.....	@ 9 1/2
Butts.....	@ 9

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@ 23 1/2
Skinned hams, fancy, 16@18 lbs.....	@ 23 1/2
Standard regular hams, 12@16 lbs.....	20 1/2 @ 21
Picnics, 6@8 lbs.....	@ 13 1/2
Standard bacon, 8@12 lbs.....	18 1/2 @ 20
Standard bacon, 4@8 lbs.....	@ 21 1/2
Standard bacon, 12@14 lbs.....	@ 18 1/2
Standard bacon strips, 6@7 lbs.....	@ 18 1/2
Cooked hams, choice, skin on, surplus fat off, smoked.....	@ 32
Cooked hams, choice, skinned, surplus fat off, smoked.....	@ 33
Cooked hams, choice, skinned, surplus fat off, smoked.....	@ 35
Picnics, skin on, surplus fat off, smoked.....	@ 18
Picnics, skinned, surplus fat off, smoked.....	@ 19
Loin roll.....	@ 34

FERTILIZERS.

Ground, dried blood.....	\$ 4.40 @ 4.50
Unground and crushed blood.....	4.20 @ 4.30
Hooftmeal.....	2.90 @ 3.00
Ground tankage, 10 to 11%.....	2.85 @ 3.00
Ground tankage, 6 to 9%.....	2.60 @ 2.75
Crushed and unground tankage.....	2.25 @ 2.50
Ground raw bone, per ton.....	26.00 @ 28.00
Ground steam bone, per ton.....	20.00 @ 22.00
Unground bone tankage.....	16.00 @ 18.00

HORNS, HOOFS AND BONES.

	Per ton.
No. 1 horns.....	\$250.00 @ \$300.00
No. 2 horns.....	175.00 @ 225.00
No. 3 horns.....	100.00 @ 150.00
Horns, black and striped.....	40.00 @ 45.00
Horns, white.....	75.00 @ 80.00
Round shin bones, heavy.....	175.00 @ 190.00
Round shin bones, lights and med.....	125.00 @ 135.00
Flat shin bones, heavy.....	90.00 @ 100.00
Flat shin bones, lights and med.....	65.00 @ 75.00
Thigh bones, heavy.....	110.00 @ 120.00
Thigh bones, lights and med.....	100.00 @ 110.00
Pintock bones.....	35.00 @ 60.00
Rejected manufacturing bones.....	40.00 @ 42.00

Note—Foregoing horns, hoofs and bones must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight, packed in double bags and carload lots, also well and favorably known to foreign and domestic manufacturers.

LARD (Unrefined).

Prime, steam, cash, tierces.....	@ 13.25
Prime, steam, loose.....	@ 12.75
Leaf, raw.....	@ 12.62
Neutral lard.....	@ 15.12

LARD (Refined).

Pure lard, kettle rendered, per lb.....	@ 14.62
Pure lard, tierces.....	@ 14.12
Compound.....	@ 13.37
Barrels, 1/2 c over tierces; 50 barrels, 1/2 c over tierces; tubs and pails, 10 to 80 lbs., 1/2 c to 1 c over tierces.....	

OLEO OIL AND STEARINE.

Oleo oil, extra.....	14 1/2 @ 14 1/2
Oleo stock.....	12 @ 12 1/2
Prime No. 1 oleo oil.....	12 1/2 @ 12 1/2
Prime No. 2 oleo oil.....	11 1/2 @ 12
No. 3 oleo oil.....	10 @ 10 1/2
Prime oleo stearine, edible.....	11 @ 11 1/2
No. 2 oleo stearine, edible.....	10 1/2 @ 11

TALLOW AND GREASES.

Edible tallow, under 2% acid, 35 titre.....	9 1/2 @ 9 1/2
Fancy tallow, under 2% acid, 43 titre.....	9 @ 9 1/2
No. 1 tallow, basis 10% f.f.a., 42@43 titre.....	7 1/2 @ 7 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	@ 6
Prime oleo stearine.....	11 @ 11 1/2
Choice white grease, max. 4% acid, loose Chicago.....	9 @ 9 1/2
B-white grease, max. 5% acid.....	7 @ 7 1/2
Yellow grease, 10-15 f.f.a.....	6 1/2 @ 6 1/2
Yellow grease, 15-20 f.f.a.....	6 1/2 @ 6 1/2
Brown grease, 40 f.f.a.....	@ 6

VEGETABLE OILS.

Cottonseed oil—White, deodorized, in bbls. 14 @	14 1/2
Yellow, deodorized, in bbls.	13 1/2 @ 14
P. S. Y., loose, Chicago.	1 1/2 @ 11 1/2
P. S. Y., loose, Chicago.	1 1/2 @ 11 1/2
Soap stock, bbls. concn., 55% f. o. b.	10 1/2 @ 11 1/2
Texas	
Linseed oil, loose, per gal.	70 @ 82
Corn oil, loose.	10 @ 10 1/2
Soya bean oil, seller tank, f. o. b. coast.	8 1/2 @ 9 1/2
Cocconut oil, seller tank, f. o. b. coast.	8 1/2 @ 9 1/2

Retail Section

Chicago Meat Men's Meetings

Encouraged by the record-breaking attendance and widespread interest on the part of retailers, wholesalers and packers at the meat trade meeting held last June in connection with "Meat for Health Week" at the Morrison Hotel, the Meat Council of Chicago has completed plans for a series of eight trade meetings to be held during the next eight months in Chicago. The first meeting will be held on Monday night, December 10, in the grand ball room of the LaSalle Hotel, and will be an introduction to the remainder of the series, with an entertainment program and other attractions.

Frequent expressions from representative men in the various divisions of the meat trade, favoring more such meetings, led the Meat Council to pave the way by asking the president of the Meat Council to appoint a special committee on plans and arrangements which has laid out an attractive program. At each meeting, in addition to the entertainment which the committee will provide, there will be a talk on some subject of great interest and importance to the retailers, and to the packer and wholesaler as well.

Some of the subjects which will be covered in the meetings are salesmanship, refrigeration and sanitation, delivery, book-keeping, food value of meat, and the many phases of advertising. It is to provide the trade with an opportunity to discuss its mutual problems and exchange ideas for the betterment of the whole Chicago meat trade that the Meat Council sponsored these meetings. A brief meat cutting demonstration will be held at each meeting.

Letters announcing the first meeting, with invitation cards, will be distributed to more than 2,500 retailers.

The permanent committee in charge of Plans, Arrangements and Attendance has appointed three sub-committees to handle the details of the meetings. These committees will be composed of new men for each meeting, which assures varied and interesting programs.

The following program has been announced for the first meeting:

1. Opening talk by John T. Russell, President, Meat Council of Chicago.
2. Armour's Jubilee Singers.
3. A brief statement of conditions in the meat industry which the various organizations behind these meetings are trying to improve, by Oscar Mayer, vice-president, Oscar Mayer & Company, Inc.
4. Film, "Behind the Breakfast Plate."
5. Armour's Jubilee Singers.
6. Meat Cutting Demonstration on Lamb.
7. Armour's Jubilee Singers.

Members of the committees are as follows:

Permanent Committee on plans, Arrangements and Attendance—Oscar G. Mayer, chairman; John A. Hawkinson, vice chairman; Carl Fowler, R. D. MacManus, Carl Means, R. M. Whitson, George Lettie, C.

W. Kaiser, Adolph Kaiser, Edward Levy, Sol Westerfeld, D. W. Martin.

Sub-Committee on Program and Entertainment—R. M. Whitson, C. W. Myers, C. W. Kaiser, C. H. Andrews, Jack Thomas, D. W. Martin.

Sub-Committee on Attendance—F. H. Minifie, H. A. Russell, L. B. Zralek, Bruno Richter, Adolph Kaiser, Bruno Bogusiewicz, Edward Levy, Sol Westerfeld.

Sub-Committee on Promotion and Publicity—R. D. MacManus, W. R. Cass, W. Hardenbergh, E. B. Wilson, Paul I. Aldrich.

ROCHESTER MEAT COUNCIL LARGER.

The Rochester, N. Y., Meat Council, at its regular October meeting voted to make all meat dealers in Rochester members of that organization. Formerly only ten meat dealers and ten wholesalers had been admitted to membership. At the same meeting John W. Heffernan was elected secretary. He will be assisted by the following committee: O. H. Landgren, chairman; Wm. F. Stickel, Alfred G. Anderson and N. C. Ruby.

SALT LAKE RETAILERS ORGANIZE.

The Retail Butchers' and Grocers' Association of Salt Lake has filed articles of incorporation. The purpose of the association is to promote a fraternal feeling among members of the butchers' and grocers' trade and to do quantity buying for the benefit of members. The incorporators are the following: Henry Dupaix, L. O. Ensign, Gilbert Herrick, W. A. Gregory, Clarence Duffin, John McCullough and Ed. Wright.

MEAT MARKET EMPLOYEES MEET.

The business manager and other employees of the Nebergall Meat Company's retail markets at Albany, Corvallis and Eugene, Ore., get together once a month for a business and social meeting. These meetings are held in rotation in the three towns in which the markets are located.

How to Run a Meat Shop

Secrets of success and failure in the retail meat business are told in a study of retail meat stores in leading cities recently made by Dr. Horace Secrist, head of the Bureau of Business Research of Northwestern University, and the leading authority of the country on retail methods.

This study showed what it cost retailers to do business and where their costs varied. It revealed the secrets of success and failure in the stores studied, and it gave the actual figures.

This report has created wide interest in meat circles, both retail and wholesale. It was printed in full in THE NATIONAL PROVISIONER of August 18. Copies of it may be had by subscribers upon application to the Editor, THE NATIONAL PROVISIONER, Old Colony Bldg, Chicago, Ill.

Milwaukee Meat Council

With the end of October the Milwaukee Meat Council completed a year's work. The Milwaukee council has been one of the most progressive and practical of the councils, and its school for meat cutters has set an example that ought to be (but is not) followed everywhere in the country where there are enough retailers to start such a school.

The annual report of the council, of which the veteran retail leader Joseph F. Seng is president, is as follows:

The meat council began its second year with the constitution amended so that an executive committee, composed of two packer representatives, two retail marketmen representatives, and one sausage manufacturer's representative, took over the duties of all existing committees, and an advertising committee was appointed to look after all publicity under the direction of this committee.

The council was financed for the year by subscriptions from various packers, amounting to \$1,000, and \$500 from the Retail Marketmen's Association.

Most of the activities of the council centered around the advertising committee, who worked up display ads, which were inserted in all of the leading local dailies once a week. The newspapers reciprocated by carrying editorials advocating the use of meat as a basis of the diet. This editorial space cannot be bought at any price, and carried a great deal of weight in putting over our story. Copy from the circular, "Healthfulness of Meat," prepared by the Institute of American Meat Packers, was used for these display ads, and they were run on different days in each paper.

School for Meat Cutters.

With the co-operation of the Central Continuation School of Milwaukee, a school for the training of meat cutters was established by the council with an opening class of twenty-five students, who were taken to a local packing plant and taught by the superintendent of the beef department how to judge both live and dressed cattle. Later the members of the Retail Marketmen's Association acted as teachers at the continuation school, demonstrating how to cut and sell meat in the market.

A simple course in accounting is being taught by one of the teachers of the continuation school. A full attendance at all classes up to vacation time showed the interest the students took in this course.

Some of the older men who have been engaged in the retail business for years became interested and asked that night classes be established, in order that they might get the benefit of the instructions on modern merchandising. This has been done.

Nutritional posters furnished by the Institute of American Meat Packers were distributed among the retailers by the meat council at various times during the year.

During the month of April the council participated in the Health Show at the Auditorium, and put on an educational exhibit. The fund for this exhibit was subscribed by local packers, sausage manufacturers and the Retail Marketmen's Association.

The council co-operated with the National Livestock and Meat Board in the "Meat for Health" Week by distributing posters, sticker stamps, banners, etc., to the re-

tailers. An experienced operator was engaged to project films prepared by the National Livestock and Meat Board, showing the health-giving qualities of meat, in a very prominent window in the downtown section.

This brief summary outlines the principal activities of the council during the past year.

CLEVELAND RETAILERS MEET.

The Cleveland Retail Meat Dealers' Ass'n gave a harvest Hallowe'en party for members on Monday evening, October 29, at Moose Hall, Cleveland, Ohio, and about 75 couples attended.

The hall was decorated with corn stalks and the refreshments were doughnuts and sweet cider. Treasurer Haag's son's orchestra dished out the jazz. During the last dance all the trimmings were torn down and paper ribbon rolls thrown over the entire place, "due, possibly, to the effects of apple-jack," says the correspondent.

LOCAL AND PERSONAL.

M. Heise will open a new meat market in Carey, Ind.

E. J. Ward has opened a new meat market at Prosser, Wash.

E. W. Ferry is soon to open a new meat market in Meriden, Conn.

Thos. Kemis has disposed of his meat business in Emerson, Neb.

James J. Bellant has opened the Arcade Meat Market at Sharon, Pa.

Edwin Thomas has opened a new meat market in Chillicothe, Ohio.

A new butcher shop has been opened in Perry, Ia., by J. A. Spillers.

Albert Peallogh will open a new meat market in Beaver Dam, Wis.

George T. Cox has leased the Dick Lane meat market at Mexico, Mo.

R. C. Fairhead has purchased the Hansen Meat Market, Rushville, Neb.

J. M. Carter is opening a stock of meats and groceries at Baldwin, Kans.

Hathaway Brothers are engaging in the meat business at Philomath, Ore.

S. G. Jeffries has sold his meat market in Neligh, Neb., to Nels Petersen.

Barber's Meat Market, Fairbury, Ill., recently burned with a loss of \$2,000.

O. E. Moorehead has purchased the meat market of T. J. Gourley at Tabor, Ia.

L. H. Hewlett has sold his meat market in Madisonville, Ky., to James Ashby.

E. W. McIntyre will add a meat market to his grocery store in Brawley, Cal.

Wm. F. Rhode has sold his meat market at Beaver Dam, Wis., to Carl Schultz.

E. L. Triskett has sold his meat market in Galesburg, Mich., to C. L. Schroeder.

G. J. Welch has purchased the meat market of Mike Svantner, St. Paul, Neb.

The Kendrick Meat Market, Fremont, Neb., has been purchased by Wm. Nehlf.

J. R. Sellards has sold the Sellards Meat Market at Sikeston, Mo., to C. B. Watson.

Coon & Finzen have sold their meat market in Correctionville, Ia., to Frank Lee.

Fred W. Kaiser has purchased the Moran Meat Market, North Water street, Decatur, Illinois.

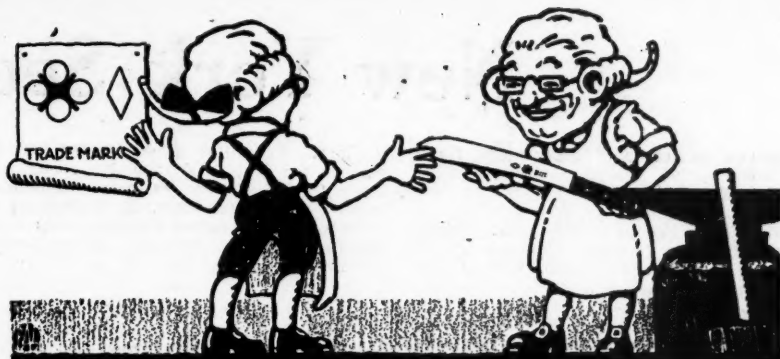
The Frisco Packing House Market has opened a new meat market in Manhattan, Kansas.

E. E. Peterson has sold his meat market in Seaside, Ore., to E. G. Bates and James H. Leer.

R. O. Wakeman, Auburn, Neb., has sold his meat market to D. E. Dickey and T. W. Hawkins.

Ben Roebuck has purchased the City Meat Market, Verdigré, Neb., from Schick & Strobel.

The Central Market Co. of Racine will open a new meat market at Beaver Dam, Wisconsin.



HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL
John Wilson's Butcher Knives and Steels

1750
THE BEST THEN

Standard of the World

1923
THE BEST TODAY

I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.

Sole American Agents

H. BOKER & CO., Inc., NEW YORK, N. Y.

Roy C. Goldman has opened a new meat market at 4842 College avenue, Indianapolis, Ind.

John A. Whitman has opened a meat market at 1547 Roosevelt avenue, Indianapolis, Ind.

E. E. Peterson has sold his meat business in Seaside, Ore., to James Leer and E. G. Bates.

The Wagner Market Co. has opened its second meat market at New Brunswick, New Jersey.

W. L. Brinton is installing a new meat market in the rear of his general store at Creighton, Pa.

The Miller & Staheli meat market, 1214 Iowa street, Dubuque, Ia., has been sold to Heitzman Bros.

The Palace Meat Market at Laurel, Neb., owned by H. G. Stallbories, has been sold to L. S. Smith.

Eugene Ray and Louis Wade opened a meat market at 237 West 21st street, Indianapolis, Ind.

J. H. Kennedy has purchased the Public Meat Market, 319 North Main street, Hutchinson, Kans.

The F. B. Miller Motor Co. is building an addition to their meat market building at Uniontown, Pa.

L. A. Hoobing has purchased the interest of Frank Hartwell in the American Market, Buhl, Ida.

Calvin Royer has sold his meat market and grocery in Berwick, Pa., to O. S. McHenry and son Silas.

Haskell Sandy has opened a meat market and grocery at 507 North Hamilton avenue, Indianapolis, Ind.

R. A. Froehlich has sold his interest in the City Meat Market at Paynesville, Minn., to F. W. Ruff.

W. R. Perryman and Otto Steinbeck have opened a meat market at Versailles Station, Alameda, Cal.

Clyde McKelvey and B. H. Fremby are about to start a meat shop on Fourth street, Wheeling, W. Va.

Wolpert & Hoerner, Bloomfield, Neb., have bought out the recently established butcher shop of Henry Block.

S. B. Hartman, Orosl, Cal., has disposed of his meat market equipment to J. F. Abart, who will move it to Tulare.

Nepon Bros. have purchased the meat and grocery business of the late J. L. Haas, 418 East Burnside street, Portland, Ore.

Walter Antoska has purchased a building at 416 Seneca street, Oil City, Pa., and will open a grocery and meat market there.

Frank Gilgen, North Philadelphia, Ohio, has sold his retail meat business to his uncle, John Gilgen, and Raymond Herron.

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

Tittle Bros.' Packing Co., which operates 35 stores in the Central States, has opened a meat market at 206 State street, Hammond, Ind.

Harry and Fred Meyer have opened a new meat market, to be known as Mybros Market, at Fourth and Yamhill streets, Portland, Ore.

J. R. Campbell has purchased the grocery and meat market owned by Mr. Cummings, located at Swope Parkway and Woodland avenue, Kansas City, Mo.

The White Cross Market is opening a new meat market at 215 North Illinois street, Indianapolis, Ind. The company intends to open a chain of meat markets in that city.

Burt W. Lay has bought the grocery and meat market at 3401 North Illinois street, Indianapolis, Ind., and will conduct the business under the name of the Community Market.

Two meat departments, one controlled by the Beavis Meat Co. and the other by the Blue Ribbon Meat Co., will be opened shortly in the new Sacramento Public Market, Sacramento, Cal.

Ralph Bahly has purchased the stock and fixtures of the Quality Market on South Broadway, Rochester, Minn. Mr. Bahly will operate the market in connection with his other store.

The fixtures of the Grover Stillabower meat market in Fowler, Ind., have been sold to Messrs. Crawford & Garing, owners of the People's Store. The market will be operated in the rear of the People's Store.

New York Section

George Baxter, beef department, Swift & Company, St. Joseph, is in New York this week.

Miss Mary Felson of the credit department, Cudahy Packing Company, New York, will sing for the radio on November 17 from station WEAF.

G. A. Handley of the New York office of the Cudahy Packing Company left on Tuesday for a business trip to Chicago, returning the early part of next week.

The men of Wilson & Company's 45th street plant and office forces have organized a bowling club composed of four five-man teams, which meets every Thursday night at Thum's White Elephant alleys, 31st street and Broadway.

Just to ease the mind of a certain member of the Washington Heights branch as to where his wife spent the afternoon of October 18—on the authority of twenty or more pairs of eyes, she was at the luncheon tendered to Mrs. Kramer on that day.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending November 3, 1923, on shipments sold out, ranged from 10.00 cents to 20.00 cents per pound, and averaged 15.45 cents per pound.

The friends of Philip Erman, an active member of the Washington Heights branch,

U. M. B. A., will be glad to learn that he has so far recovered from his recent illness to be able to attend to business again. His sister, Mrs. B. Natherson, a member of the Ladies' Auxiliary, has been looking after Mr. Erman's affairs during his illness.

News of the resignation of F. L. Bisbee as general manager of the Joseph Stern & Son Company was received with regret, not only by those in the Stern organization but also by the trade in general. Mr. Bisbee is a veteran of the industry, having started with Morris & Company as a clerk more than 30 years ago and rising to be one of the organization's executives.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending November 10, 1923: Meat—Manhattan, 4,144 lbs.; Brooklyn, 3 lbs.; The Bronx, 8 lbs.; total, 4,155 lbs. Fish—Manhattan, 10,805 lbs.; Brooklyn, 621 lbs.; total, 11,426 lbs.

Plans for the annual ball of Ye Olde New York branch, United Master Butchers of America, to be held at the Hotel Commodore on Wednesday evening, November 21, are progressing nicely. A special meeting was held on Thursday evening for the purpose of arranging for the program and other details. Special attention is called

to the very handsome souvenir which will be presented to each lady, as well as to the wonderful entertainment arranged for that evening.

A meeting of the board of directors of the National Butchers' and Packers' Supply Association is called for November 12 in New York City and it is requested that members communicate any matters they desire to lay before the board. A number of applications for associate membership are on file but a great many who should be in this class have not been heard from, and the October bulletin of the association calls attention of the members to this. It also asks the group chairmen to send in their reports on the question of standardization.

The special meeting of the Washington Heights branch, United Master Butchers of America, held last Friday evening, was a great success. A general invitation had been extended to all butchers of the section, irrespective of whether members of the branch, to be examined and receive certificates in accordance with the sanitary code of the Department of Health, resulted in a large attendance. About 140 butchers, with their help, were examined and about 20 new members were added to the membership of the Washington Heights branch.

At the meeting of the Ladies' Auxiliary, U. M. B. A., held on Wednesday of last week, much work was accomplished and final plans made for a card party to be held in room 818, 250 West 57th street, on Wednesday afternoon, November 14. This will be in the nature of a get-together afternoon of pleasure; no business session will be held. There will be tables for bridge, euchre, lotto or dominoes, and prizes will be awarded to the one scoring highest at each table, prizes being furnished by the president, Mrs. George Kramer. Refreshments will be served and all the members will be the guests of the auxiliary for that afternoon. All will be entitled to a drawing for the handsome prize given by Mrs. Frank P. Burck of Brooklyn. A cordial invitation is extended to each member to enjoy an afternoon of pleasure; there will be no charge.

The first of the season's social activities of the Bronx branch, U. M. B. A., was held on a recent Wednesday evening and took the form of a package party. As usual the fun commenced early and lasted to the early hours of the morning, with something doing every minute. Entering the pretty little ballroom of Ebling's Casino, one was impressed with the spirit of good fellowship and true fraternalism. There does not seem to be any backsliders in this branch; all do their share, and it is probably due to the democratic spirit that prevails which makes this branch so popular. Judges Glennon and Hadding made speeches and were cheered and applauded. There were representatives from several of the other branches; from Ye Olde New York, George Kramer, who was accompanied by Mrs. Kramer and a party of friends, Charles Kramer, Louis Goldschmidt with Mrs. Goldschmidt, Louis Goldstein with Mrs. Goldstein; from Brooklyn, Frank P. Burck with Mrs. Burck and their son; from Washington Heights, Charles Hembdt with Mrs. Hembdt and daughters, Joe Eschelbacher with Mrs. Eschelbacher, son and daughter, I. Werdenschlag with Mrs. Werdenschlag and daughter. Mr. and Mrs. Papp, who could not miss a Bronx night, came down from their new home in Mount Vernon.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, November 8, 1923, as follows:

Fresh Beef—

STEERS:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Choice	\$17.50@18.00	\$16.00@16.50	\$17.00@20.00	\$18.00@....
Good	16.00@17.00	14.00@16.00	15.00@17.00	15.00@16.00
Medium	13.00@14.50	13.00@14.00	11.50@14.00	11.00@14.00
Common	10.00@11.00	12.00@13.00	9.00@11.00	8.00@11.00

COWS:

Good	12.00@13.00	10.50@11.00	10.50@12.00@....
Medium	10.00@11.00	10.00@10.50	9.50@10.50	9.00@10.00
Common	7.00@8.50	7.50@8.00	8.50@9.50	7.50@8.50

BULLS:

Good@....@....@....@....
Medium .....	.....@....	.....@....	8.00@9.00@....
Common	6.75@7.25	.....@....	7.50@8.00@....

Fresh Veal*—

Choice	15.00@16.00	.....@....	18.00@20.00@....
Good	13.00@15.00	.....@....	15.00@18.00	16.00@18.00
Medium	11.00@13.00	11.00@12.00	11.00@14.00	12.00@14.00
Common	7.00@10.00	9.00@10.00	9.00@11.00	8.00@12.00

Fresh Lamb and Mutton—

LAMBS:

Choice	24.00@25.00	25.00@26.00	25.00@26.00	26.00@27.00
Good	22.00@23.00	23.00@24.00	24.00@25.00	25.00@26.00
Medium	20.00@21.00	21.00@22.00	22.00@24.00	23.00@24.00
Common	16.00@18.00	20.00@21.00	19.00@21.00@....

YEARLINGS:

Good .....	.....@....	.....@....	18.00@20.00@....
Medium@....@....@....@....
Common@....@....@....@....

MUTTON:

Good	12.00@14.00	.....@....	14.00@15.00	15.00@16.00
Medium	10.00@12.00	12.00@14.00	11.00@13.00	12.00@14.00
Common	8.00@9.00	10.00@12.00	8.00@11.00	10.00@12.00

Fresh Pork Cuts—

LOINS:

8-10 lb. average	14.00@15.00	16.00@18.00	15.00@17.00	13.00@16.00
10-12 lb. average	13.00@14.00	16.00@17.00	14.00@16.00	13.00@15.00
12-14 lb. average	11.00@13.00	15.00@16.00	13.50@15.50	12.50@14.00
14-16 lb. average	10.00@11.00	13.00@14.00	13.00@15.00	12.00@13.00
16 lb. over	9.00@10.00	11.00@12.00	12.50@14.50@....

SHOULDERS:

Skinned	10.50@11.50@....	11.00@12.50	10.00@12.00
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PICNICS:

4-6 lb. average	8.50@9.00	11.00@11.50	10.50@11.00@....
6-8 lb. average	7.00@8.00	10.00@11.00	9.50@10.50@....

BUTTS:

Boston style	11.00@13.00@....	12.50@15.00	12.00@14.00
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*Veal prices include "hide on" at Chicago and New York.

AUSTRALIAN CATTLE SITUATION.

(Concluded from page 24.)

The chairman of the Australian Meat Council, Mr. J. R. Cramsie, was in Brisbane the other day, and it is interesting to note what he had to say concerning the work of that body since it was established a year or so ago to help the meat industry.

The Australian Meat Council, said Mr. Cramsie, is the advisory board to the Commonwealth, having been formed at the instance of that Government, with a view to establishing the meat industry, and endeavoring to place it on a profitable and paying basis.

Already great improvements have been made in connection with the lowering of shipping freights, improving the condition of shipping, standard grading, improved facilities for receiving and storing in England, lower charges in England, and great protection in seeing that no meat leaves Australia but that of a standard which will be a credit to the Australian producer.

It is quite possible that in the near future a London office will be established by the Meat Council to watch the arrival of every shipment of Australian meat, to carry out displays of meat, and to arrange for advertising propaganda throughout England in connection with the handling and the use of Australian meat.

It is possible also that an office will be opened in the East, from where the latest information with regard to the trade, and members of the trade will be forwarded to the Australian Meat Council, and from them circulated amongst the export companies in Australia, to enable them to follow the various developments of the trade. The establishment of commercial markets and the question of supplying them with Australian meat will also not be overlooked.

The Australian meat men have been devoting special attention to the possibility of opening up markets in the East. Two delegates were sent and one of these has returned in order to consult with the Meat Council before returning again. The conclusion is that Japan is not very prosperous at present, but that a certain amount of meat is going in there and being consumed.

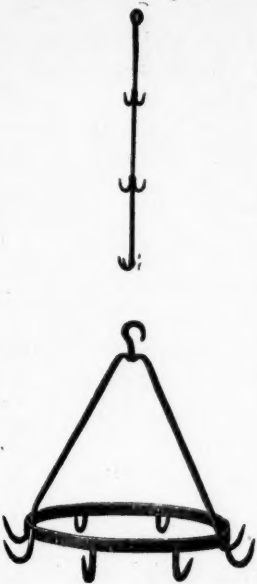
This meat, sent to Japan, however must be of good quality, but lean, as the Japanese do not eat fat. The local meat—cattle are sent from Korea and China also—is preferred to imported and there is a prejudice against frozen meat. A good deal of interest was manifested locally in the proposal to import Australian meat and arrangements are suggested whereby there will be two organizations, one in Japan and another in Australia, working in conjunction.

One of the Japanese shipping companies is inclined to assist by providing refrigerated space. Freight and cold storage charges are high considering that meat was sold for about 4½d per lb. for fore-quarters. The Japanese Government is now making arrangements for the larger distribution of fish products, but the scheme will take some time to develop.

The inquiries are also extending to China, Java, India and the Malay States, and inquiries are also being made in South Africa.

Reducing Cattle Numbers.

In the meantime, owing to the slump in cattle and the boom in wool, there is a movement taking place in Queensland for the conversion of cattle properties to sheep runs. This is done in the first place by spaying the cows and selling them as fats to the plants. One deterrent to this



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movement in the far distant places is the damage done by dingoes (native dogs), which attack the sheep in great numbers, whereas cattle are practically immune, being too large for them. This raises the question of closing in the holdings with netting.

The conversion to sheep will be ruled by these considerations. But there is no doubt that the tendency is to decrease the number of cattle and increase the number of sheep. As this proceeds, of course, there will be fewer cattle for the export trade. In fact, some men have been advising that this should be the deliberate policy of Australia—to have no more cattle than are necessary for the requirements and to concentrate on sheep. There may be a differential if the price of wool goes down and the value of cattle goes up. Having regard to the tendency throughout the world to reduce cattle beyond the margin required to meet the world's beef requirements, some people are predicting that the depression in the beef industry will soon pass and that cattle will become better value. That is in the lap of the future.

The distribution of the bonus on the export of meat and cattle offered by the Federal Government for the season just closed has just been announced. The total amount was £117,345 for beef and £4,521 for live cattle. It is interesting to observe that Queensland, where most of the cattle are situated, took £100,657. The money, of course, was passed on to the growers, as the bounty was to the growers, not the meatworks owners.

Export Meat Business.

The meat plants in Queensland, which were engaged on cattle, have closed down for the season as the supply of fat cattle has been exhausted. They will remain closed except for some slight operations until the seasonal rains bring on the grass and put the cattle into fat condition again after the winter just closed. In the southern parts of the Commonwealth the season has been cold and wet and the prices of mutton have risen in the local markets, so that there has been little chance of the

exporters making purchases for treatment. If the Smithfield market prices keep up and the local markets drop it is expected that there will be large numbers of sheep and lambs treated for export. At present little is being done.

Steps are being taken to tender for the British War Office requirements in the Mediterranean, for which contracts are about to be made.

Control of New Zealand Trade.

A little over a year ago the producers in New Zealand agreed to the institution of a board to control the export trade. The first report of this board claims that much has been done in the interests of the producers of stock, both in securing reforms in domestic affairs, the lowering of freights on railways and shipping charges, and in organizing a uniform system of meat export, with uniform marks covering a guarantee that the whole of the frozen meat trade of the Dominion on the world's markets is strictly according to grade.

It is proposed to engage in a campaign advertising New Zealand meats in Great Britain and full advantage will be taken of the British Empire exhibition next year. An officer has been sent to South America to make inquiries regarding the trade there and to see how far it is going to affect the markets of the future. The organization cost about £11,000 for the year.

The freezing season in the Dominion is at an end. The promise for the ensuing season is good, as the conditions for mating the sheep for lambing have been most satisfactory. Generally the works have been below the average in the number of head treated, due to the bad fattening season caused by excessive rain.

Jm. Himmelsbach, M. E.

Otis S. Schlich, C. E.

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PATERSON PARCHMENT PAPER CO.
PASSAIC, NEW JERSEY

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium to choice.....	9.00@11.85
Cows, common to choice.....	1.50@ 7.00
Bulls, common to choice.....	4.00@ 7.00

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	@14.00
Calves, veal, common to medium.....	7.50@12.75
Calves, veal, culls, per 100 lbs.....	6.00@ 7.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	13.50@13.75
Sheep, ewes, prime, 100 lbs.....	6.25@ 6.50
Sheep, ewes, common to good, 100 lbs.....	3.50@ 6.00

LIVE HOGS.

Hogs, heavy.....	7.00@7.50
Hogs, medium.....	7.00@7.75
Hogs, 140 lbs.....	7.00@7.75
Pigs, under 70 lbs.....	6.50@7.00
Roughs.....	6.75@6.25

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	@20	@21
Choice, native, light.....	@20	@21
Native, common to fair.....	@16	@19

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	@18	@19
Native choice yearlings, 400@600 lbs.....	@18	@19 1/2
Western steers, 600@800 lbs.....	@13	@17
Texas steers, 400@600 lbs.....	@10	@13
Good to choice heifers.....	@17	@18
Choice cows.....	@11	@12
Common to fair cows.....	@9	@10
Fresh bologna bulls.....	@8	

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@23	@26
No. 2 ribs.....	@19	@24
No. 3 ribs.....	@18	@20
No. 1 loins.....	@32	@34
No. 2 loins.....	@23	@30
No. 3 loins.....	@13	@26
No. 1 hinds and ribs.....	@26	@23
No. 2 hinds and ribs.....	@23	@20
No. 3 hinds and ribs.....	@19	@20
No. 1 rounds.....	@21	@22
No. 2 rounds.....	@14	@15
No. 3 rounds.....	@13	@14
No. 1 chucks.....	@14	@15
No. 2 chucks.....	@11	@14
No. 3 chucks.....	@7	@12
Bolognas.....	@6	@9
Bolls, reg., 6@8 lbs. avg.....	@22	@23
Bolls, reg., 4@6 lbs. avg.....	@17	@18
Tenderloins, 4@5 lbs. avg.....	@60	@70
Tenderloins, 5@6 lbs. avg.....	@80	@90
Shoulder clods.....	@10	@11

DRESSED CALVES.

Prime.....	@20	@21
Choice.....	@18	@20
Good.....	@16	@17
Medium.....	@13	@15
Common.....	@10	@12

DRESSED HOGS.

Hogs, heavy.....	@11 1/2
Hogs, 180 lbs.....	@12 1/2
Hogs, 160 lbs.....	@12 1/2
Hogs, 140 lbs.....	@12 1/2
Pigs, 80 lbs.....	@13 1/2

DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	@25	@26
Lambs, poor grade.....	@17	@24
Sheep, choice.....	@14	@16
Sheep, medium to good.....	@11	@13
Sheep, culls.....	@8	@10

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	@22	@23
Hams, 10@12 lbs. avg.....	@21	@22
Hams, 12@14 lbs. avg.....	@20	@21
Picnics, 4@6 lbs. average.....	@13	@14
Picnics, 6@8 lbs. avg.....	@12	@13
Rollates, 6@8 lb. avg., per lb.....	@14	@15
Beef tongue, light.....	@35	@40
Beef tongue, heavy.....	@43	@45
Bacon, boneless, Western.....	@22	@23
Bacon, boneless, city.....	@22	@23
Pickled bellies, 10@12 lbs. avg.....	@16	@17

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.....	@18
Fresh pork tenderloins.....	@51
Frozen pork loins, 10@12 lbs. avg.....	@17
Frozen pork tenderloins.....	@25
Shoulders, city, 10@12 lbs., avg.....	@14
Butts, boneless, Western.....	@13
Butts, regular, Western.....	@17
Fresh hams, city, 8@10 lbs. avg.....	@20
Fresh hams, Western, 10@12 lbs. avg.....	@19
Fresh picnic hams, Western, 6@8 lbs. avg.....	@11
Extra lean pork trimmings.....	@14
Regular pork trimmings, 50% lean.....	@12
Fresh spare ribs.....	@11
Raw leaf lard.....	@15

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	@175.00@195.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	@115.00@120.00
Black hooft, per ton.....	@40.00@50.00
Striped hooft, per ton.....	@40.00@50.00
White hooft, per ton.....	@105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	@140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	@300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	@250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	@200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@30c	a pound
Fresh steer tongues, L. O. trim'd.....	@38c	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetbreads, veal.....	@75c	a pair
Sweetbreads, beef.....	@55c	a pound
Beef kidneys.....	@16c	a pound
Mutton kidneys.....	@8c	each
Livers, beef.....	@21c	a pound
Oxtails.....	@15c	each
Hearts, beef.....	@7c	a pound
Beef hanging tenders.....	@20c	a pound
Lamb fries.....	@10c	a pair

BUTCHER'S FAT.

Shop fat.....	@2 1/2
Breast fat.....	@4
Edible suet.....	@5 1/2
Cond. suet.....	@4 1/2
Bones.....	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	15 1/2	18 1/2
Pepper, Sing., black.....	11 1/2	14 1/2
Pepper, red.....	17	21
Allspice.....	6	9
Cinnamon.....	12	16
Coriander.....	10 1/2	13 1/2
Cloves.....	35	40
Ginger.....	20	23
Mace.....	60	65

CURING MATERIALS.

	Bbls.	Bags.
In lots of less than 25 bbls.:		per lb.
Double refined saltpetre, granulated.....	6 1/2	6 1/2
Double refined saltpetre, small crystals.....	7 1/2	7 1/2
Double refined nitrate soda, granulated.....	4 1/2	4 1/2
Double refined nitrate soda, crystals.....	5 1/2	5 1/2
In 25 barrel lots:		
Double refined saltpetre, granulated.....	6 1/2	6 1/2
Double refined saltpetre, small crystals.....	7 1/2	7 1/2
Double refined nitrate soda, granulated.....	4 1/2	4 1/2
Double refined nitrate soda, crystals.....	5	5
Carload lots:		
Double refined nitrate of soda, granulated.....	4 1/2	4 1/2
Double refined nitrate of soda, crystals.....	5	5

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	Kip.	H kip.
Prime No. 1 veals.....	19	2.25	2.45	2.75	3.60	
Prime No. 2 veals.....	17	2.05	2.20	2.50	3.35	
Buttermilk No. 1.....	16	1.95	2.15	2.40	3.20	
Buttermilk No. 2.....	14	1.75	1.90	2.15	3.00	
Branded, grubby.....	11	1.50	1.45	1.70	2.15	
No. 3.....						At value

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 to 85 lbs. to dozen, lb.....	@31
Western, 48 to 54 lbs. to dozen, lb.....	@27
Western, 43 to 47 lbs. to dozen, lb.....	@27
Western, 36 to 42 lbs. to dozen, lb.....	@26
Western, 31 to 35 lbs. to dozen, lb.....	@24

Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 60 to 85 lbs. to dozen, lb.....	@28
Western, 48 to 54 lbs. to dozen, lb.....	@26
Western, 43 to 47 lbs. to dozen, lb.....	@21
Western, 36 to 42 lbs. to dozen, lb.....	@22
Western, 31 to 35 lbs. to dozen, lb.....	@24

Fowls—Fresh—dry packed, corn fed—barrels.

Western, dry packed, 5 lbs. and over, lb.....	@25
Western, dry packed, 4 1/2 lbs. each, lb.....	@25
Western, dry packed, 3 1/2 lbs. each, lb.....	@21
Western, dry packed, 3 lbs. and under, lb.....	@19

Old Cocks—Iced—dry packed—boxes or bbls.

Western, dry picked, boxes.....	@17
Western, scalded, bbls.....	@18

Ducks—

Long Island, per lb., bbls.....	@28
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Squabs—

White, 12 lbs. to dozen, per doz.....	@8.50@9.00
White, 10 lbs. to dozen, per doz.....	@6.50@7.00
Culls, per doz.....	@1.00@1.50

LIVE POULTRY.

Broilers, via express.....	@28	@30
Old roosters, via freight.....	@	@
Ducks, Western, via freight.....	@	@
Turkeys, via express.....	@45	@45
Geese, via express.....	@24	@25
Pigeons, per pair, via freight or express.....	@35	@35
Guineas, per pair, via freight or express.....	@90	@90

BUTTER.

Creamery, extras (92 score).....	@51
Creamery, firsts.....	@48
Creamery, seconds.....	@44
Creamery, lower grades.....	@42

EGGS.

Fresh gathered, extra fancy, per doz.....	@61	@64
Fresh gathered, extra firsts.....	@56	@60
Fresh gathered, firsts.....	@47	@55
Fresh gathered checks, fair to choice, dry.....	@25	@28

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.....	@ 3.10
Ammonium sulphate, double bags, per 100 lbs., f. a. s., New York.....	@ 3.15
Blood, dried, 15-16% per unit.....	@ 4.10
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f. o. b. fish factory.....	4.10 and 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	4.50 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory.....	3.00 and 50c
Soda nitrate, in bags, 100 lbs., spot.....	@ 2.45
Soda nitrate, in bags, futures.....	2.45 @ 2.60
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	3.65 and 10c
Tankage, unground, 9-10% ammonia.....	3.40 and 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags per ton.....	@32.00
Bone meal, raw, 4 1/2 and 50 bags per ton.....	@36.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%.....	@ 8.00

Potash.

Kainit, 12.4% bulk, per ton.....	@ 7.25
Manure salt, 20% bulk, per ton.....	@16.25
Muriate in bags, basis 80% in bag, per ton.....	@32.75
Sulphate, in bags, basis 90%, per ton.....	@42.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of October 26 to November 1, 1923:

	26.	27.	28.	30.	31.	Nov.
Chicago.....	47 1/2	47 1/2	48	48 1/2	50	50 1/2
New York.....	48 1/2	49	49	49 1/2	50 1/2	51
Boston.....	48	48 1/2	49 1/2	49 1/2	50	50
Philadelphia.....	49 1/2	49 1/2	50	50	50 1/2	51 1/2

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	26.	27.	28.	30.	31.	Nov.
Chicago.....	46	46	46 1/2	47 1/2	47 1/2	48

Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	—Since Jan. 1—
Chicago.....	27,394	25,051	22,816	2,617,068
New York.....	38,488	30,337	39,199	2,929,179
Boston.....	13,481	10,720	10,999	1,063,318
Phila.....	10,283	9,789	10,029	800,710

Total.....89,596 75,897 83,043 7,410,875 7,201,452

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Nov. 1.	Cor. day of week, 1922.
Chicago.....	32,806	195,202	11,428,172	19,486,964
New York.....	17,780	206,792	12,697,647	10,711,918
Boston.....	33,855	135,592	9,628,396	9,628,605
Phila.....	3,440	76,473	3,631,323	1,001,013
Total.....	87,971	704,059	37,885,538	41,618,578

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